

BEST AVAILABLE COPY

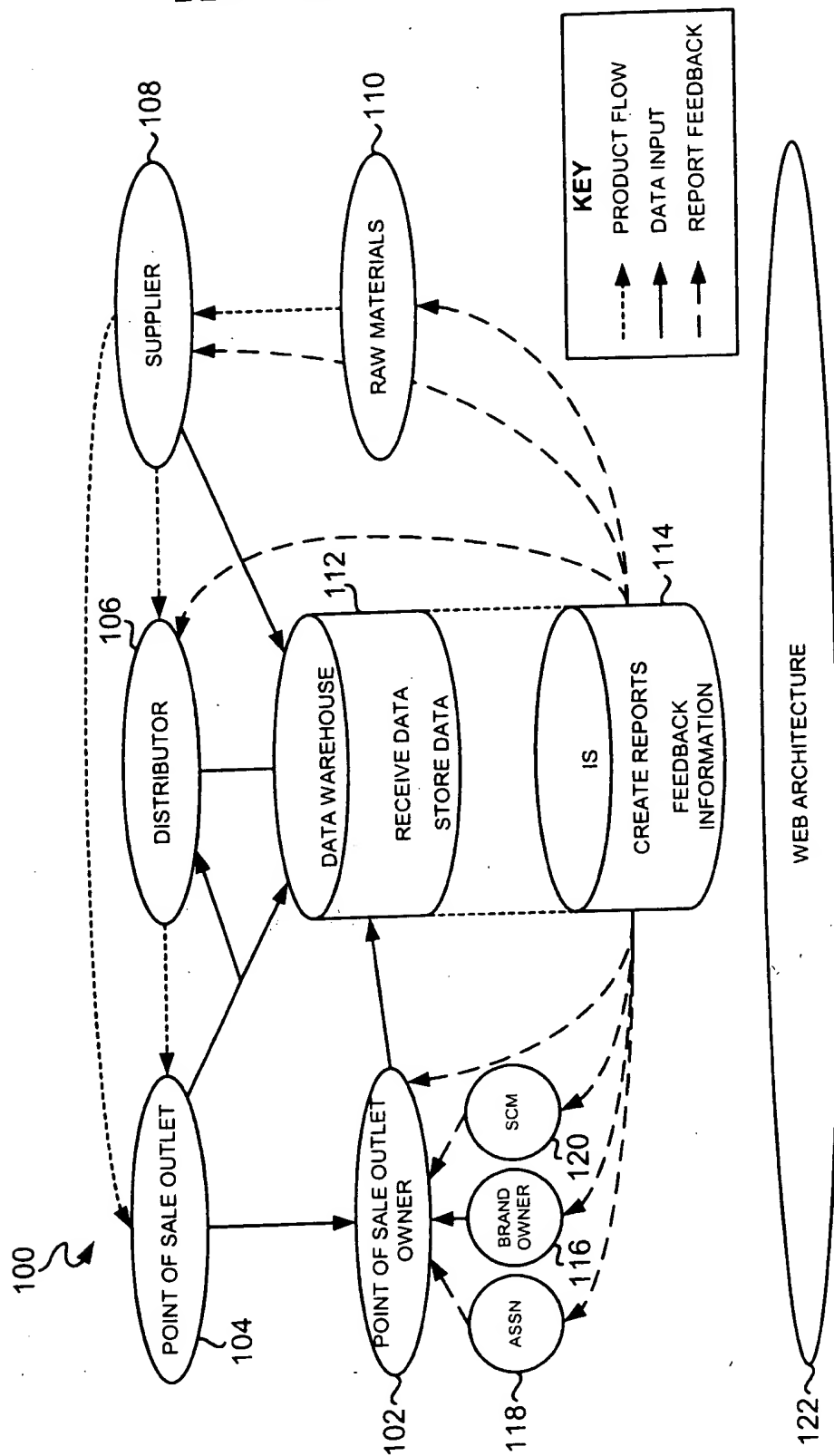


FIG. 1A

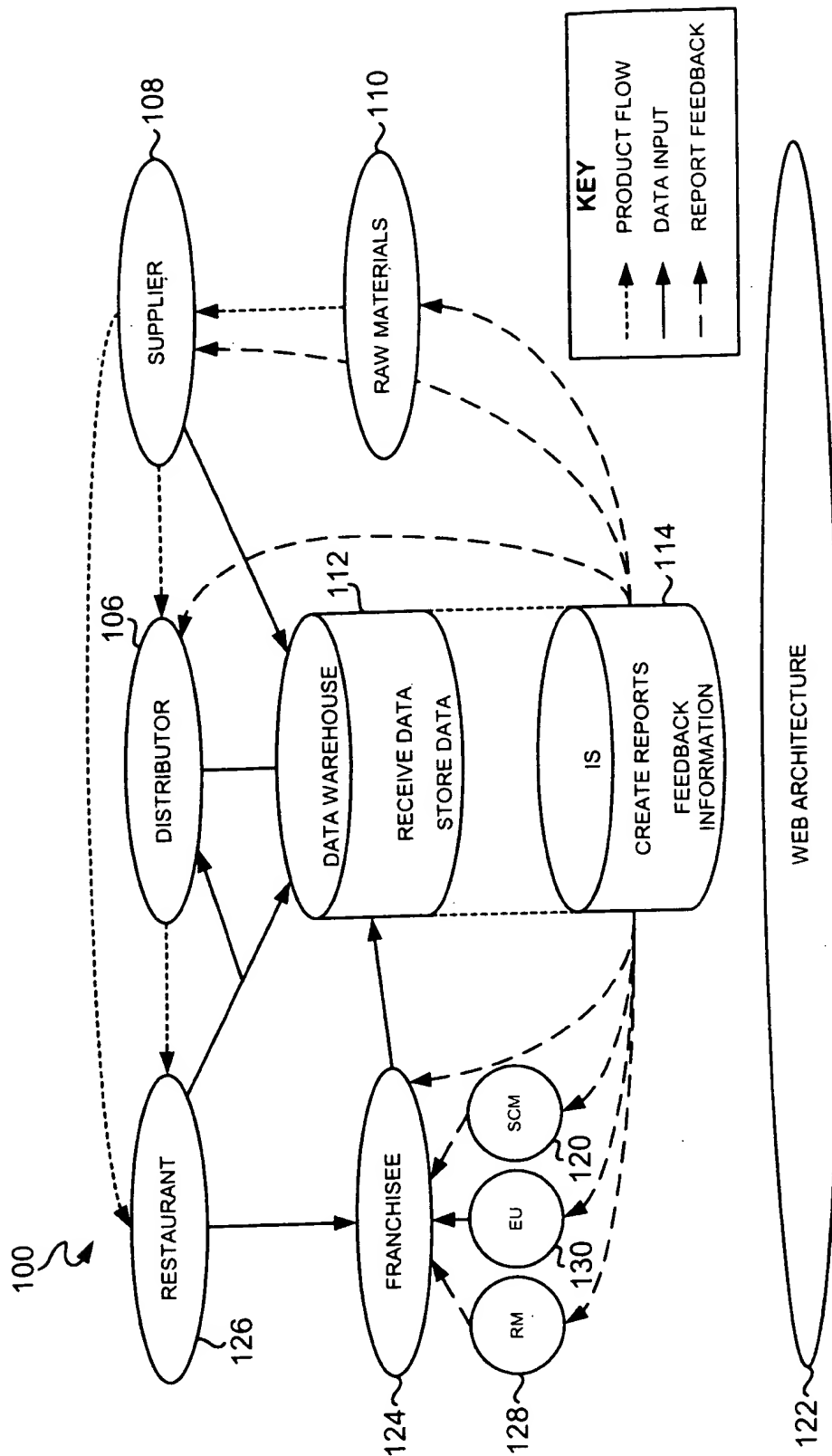


FIG. 1B

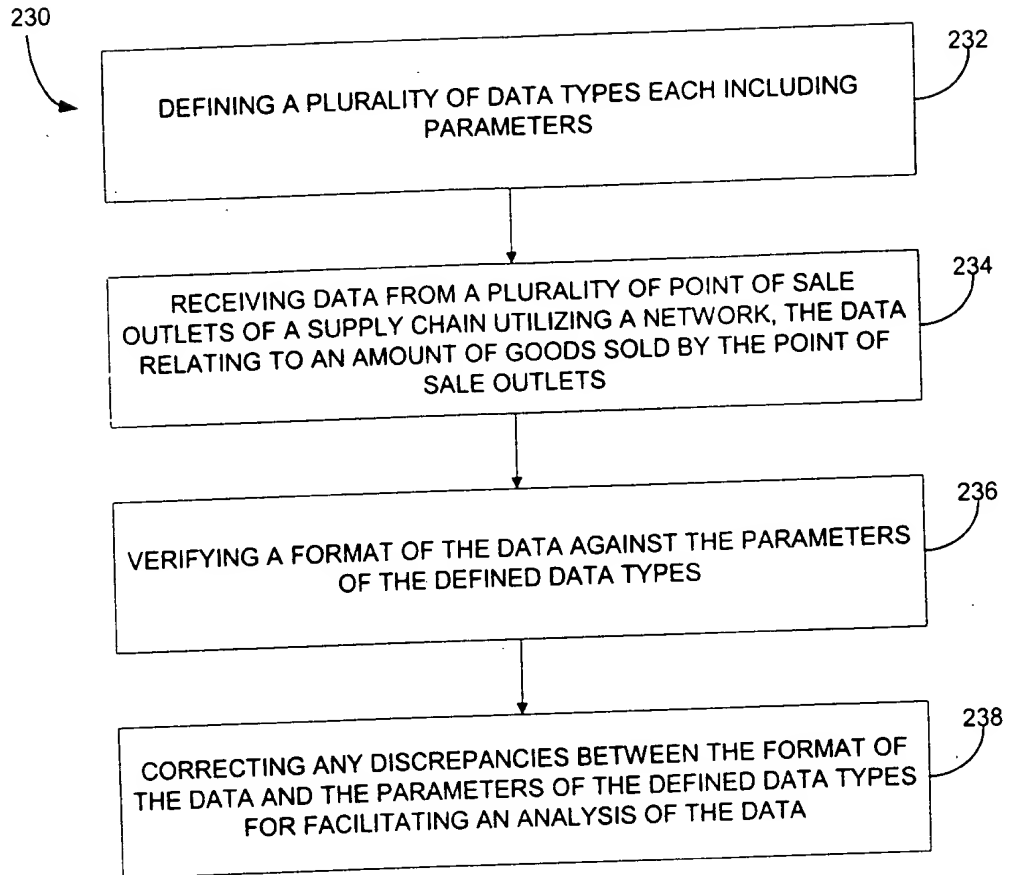


FIG. 2

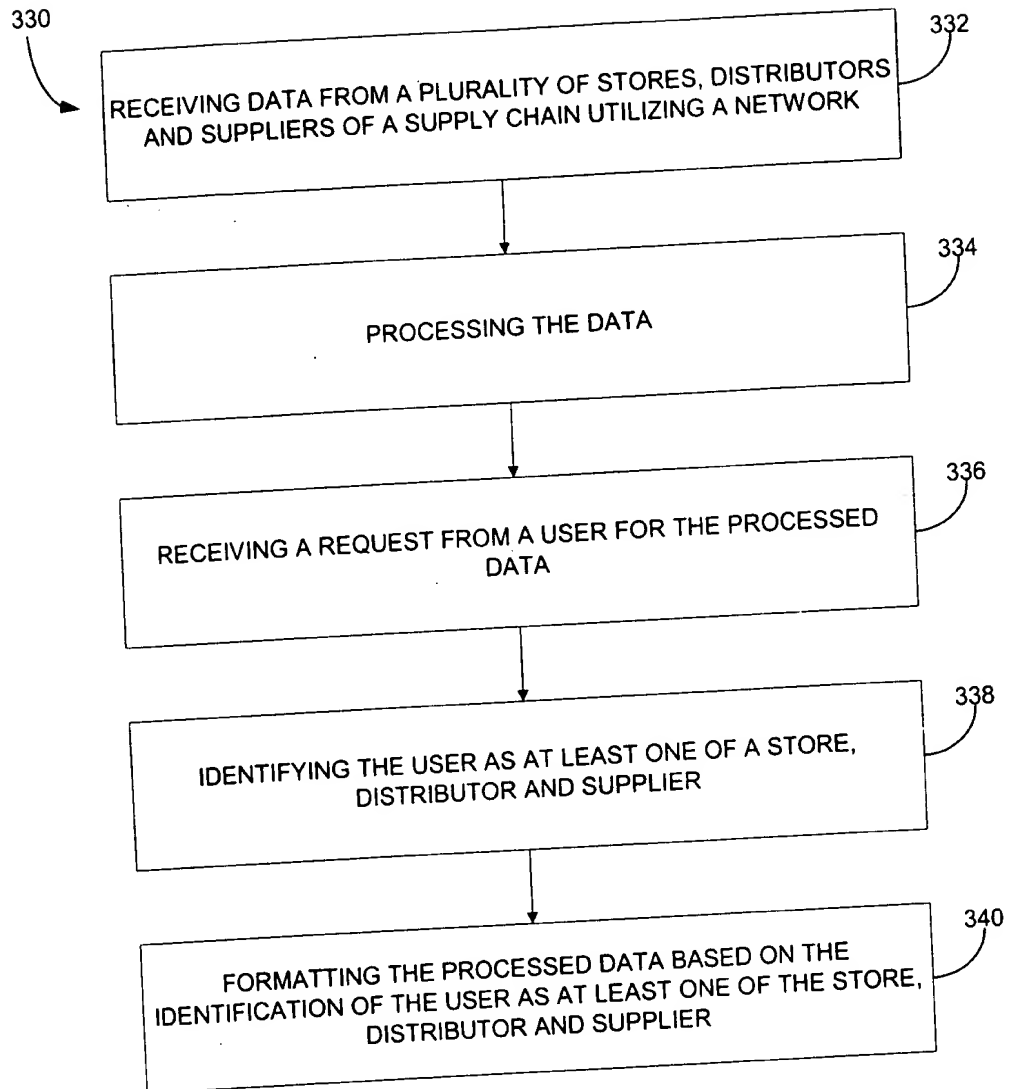


FIG. 3

400 402 404 406 408

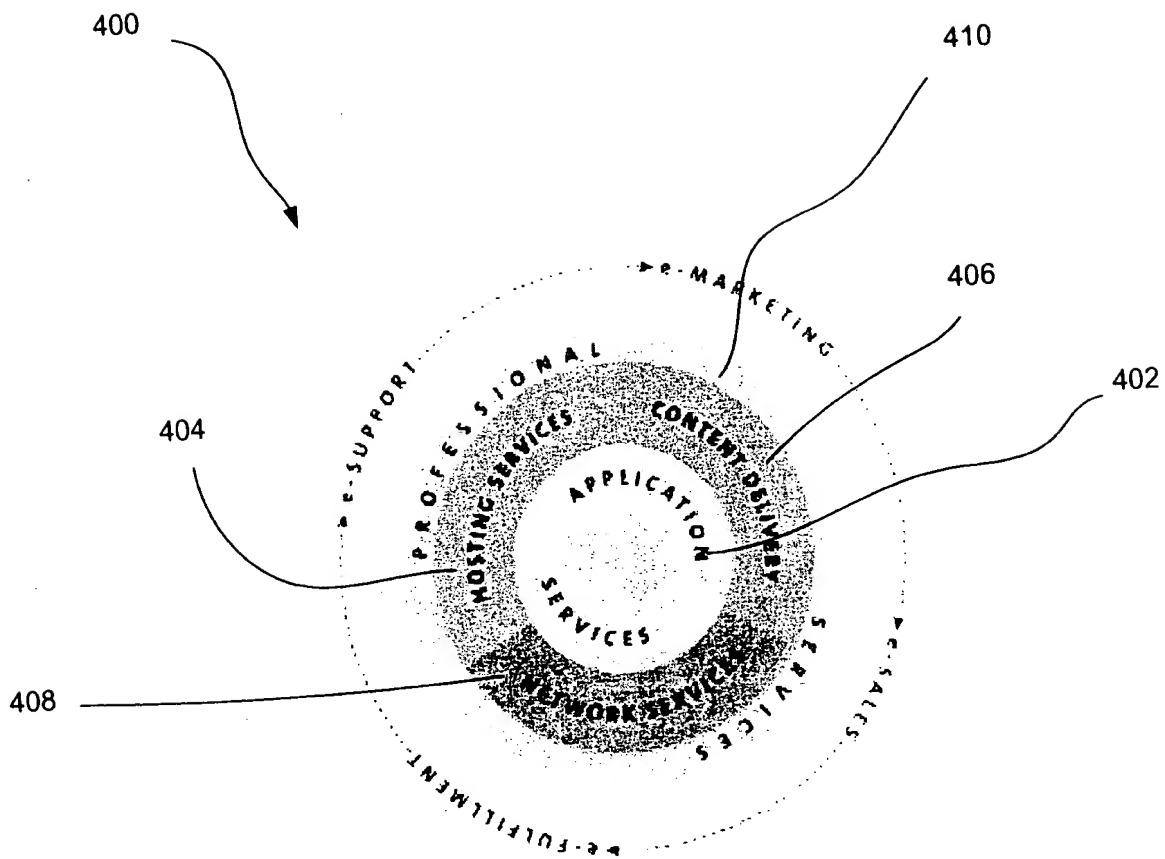


Fig. 4

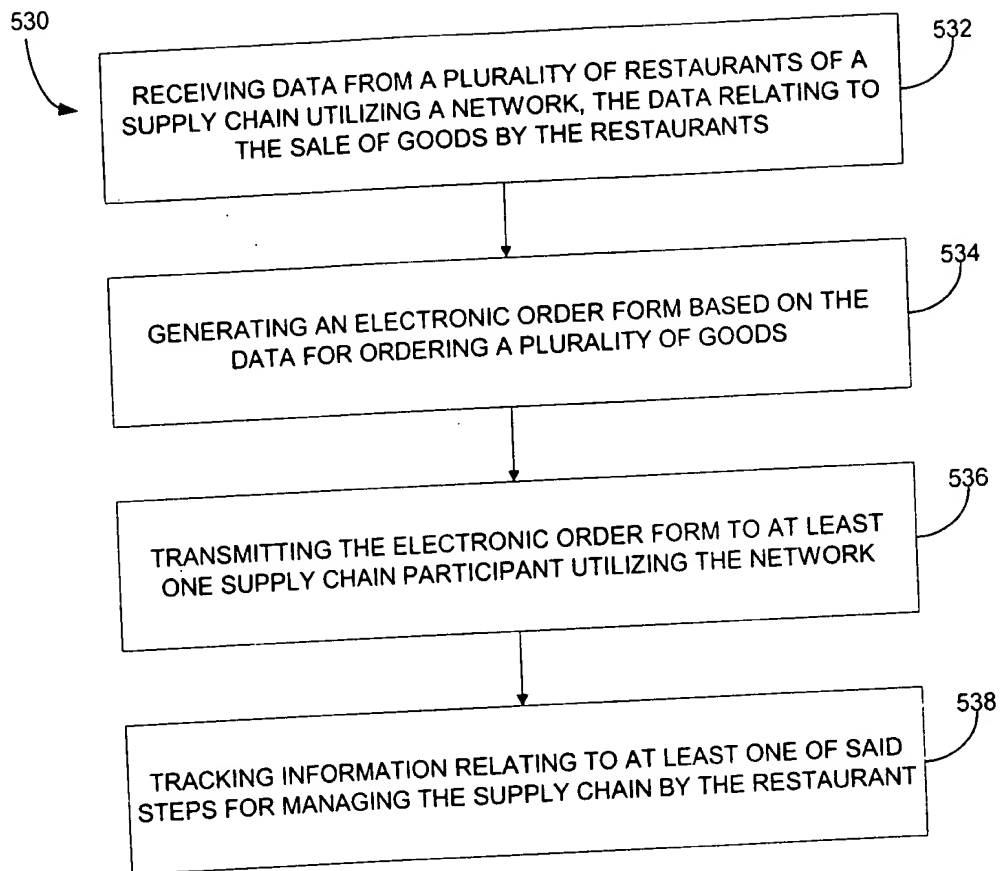


FIG. 5

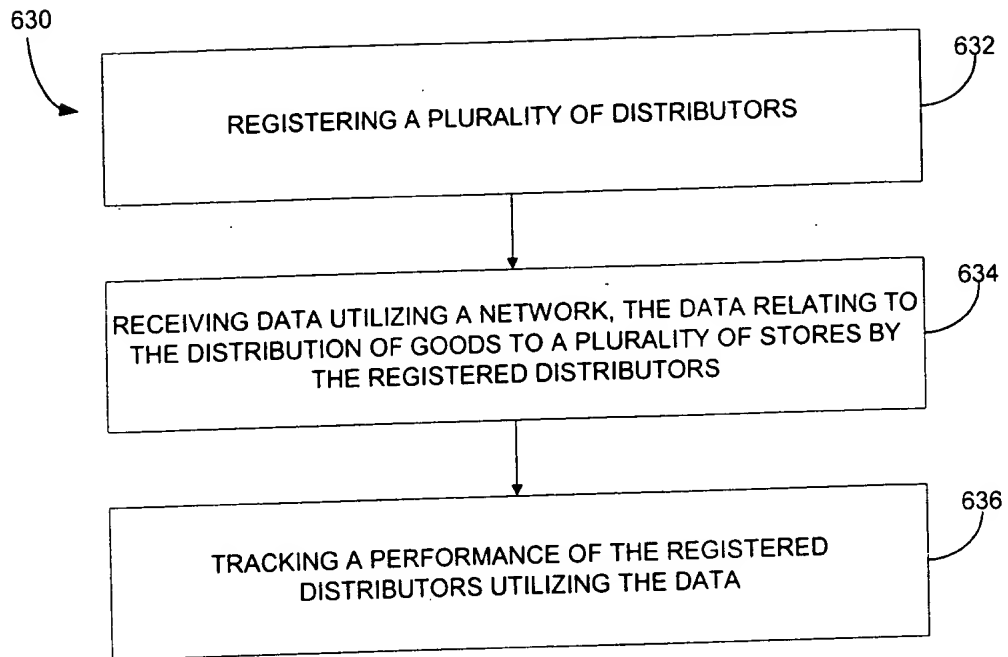


FIG. 6

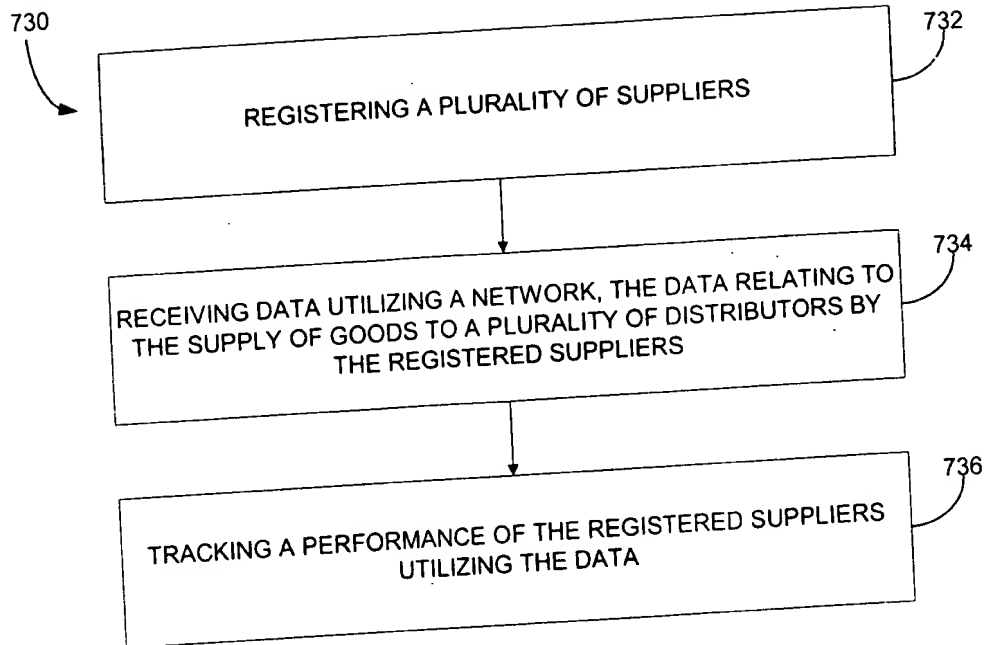


FIG. 7

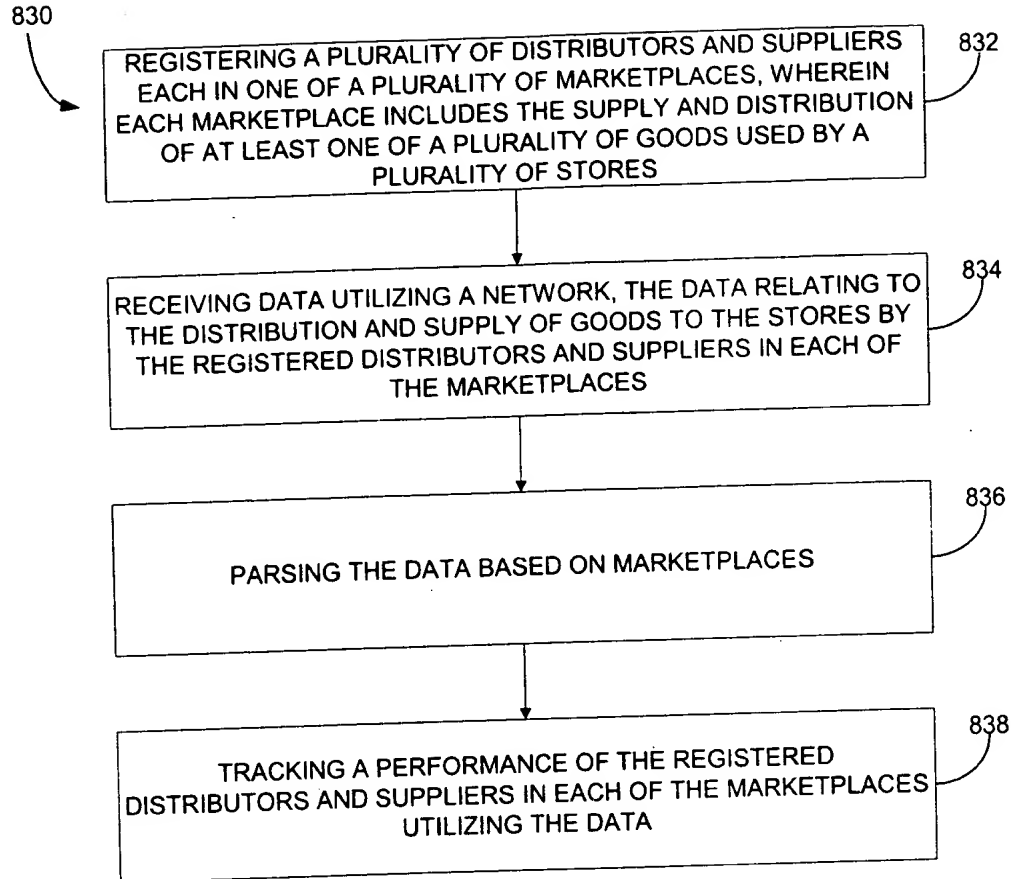


FIG. 8

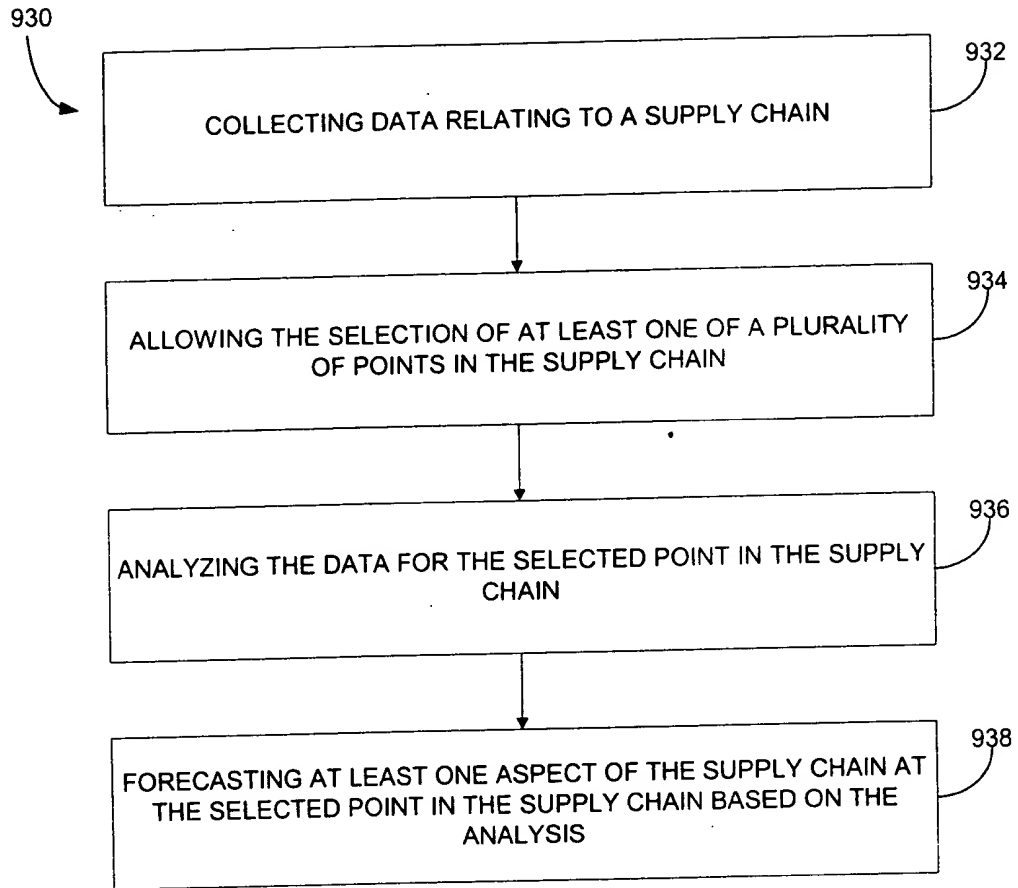


FIG. 9

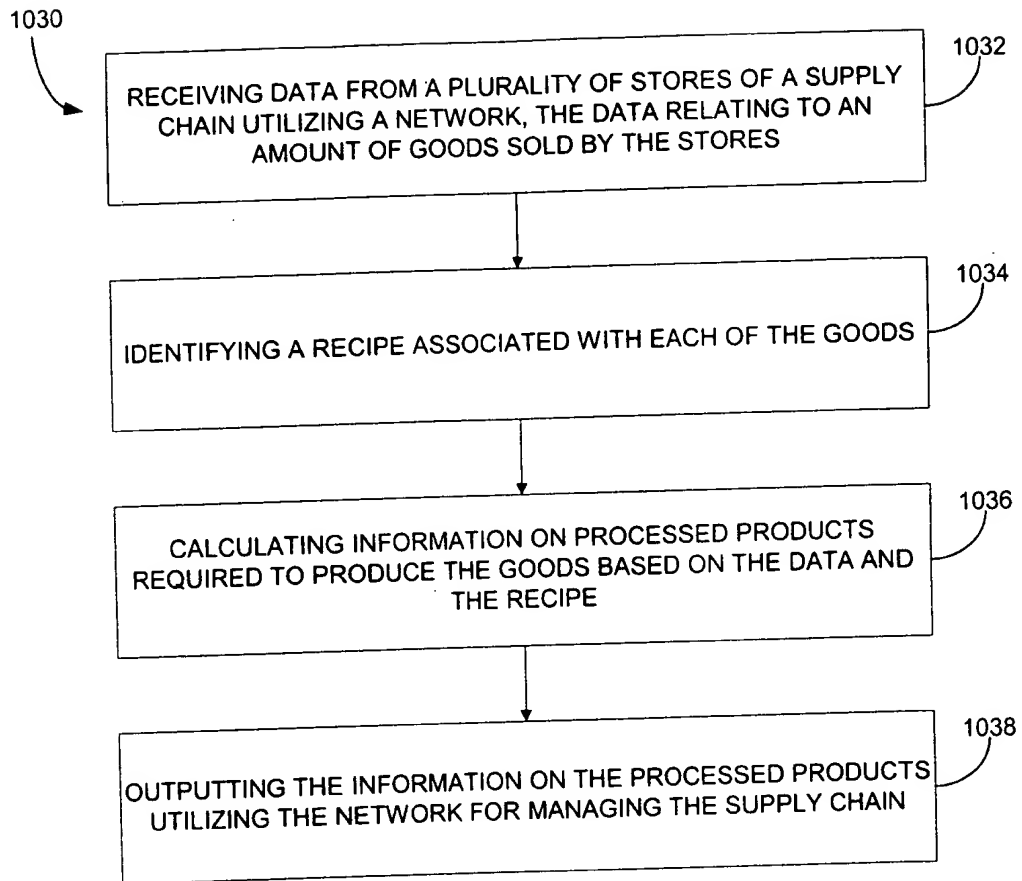


FIG. 10

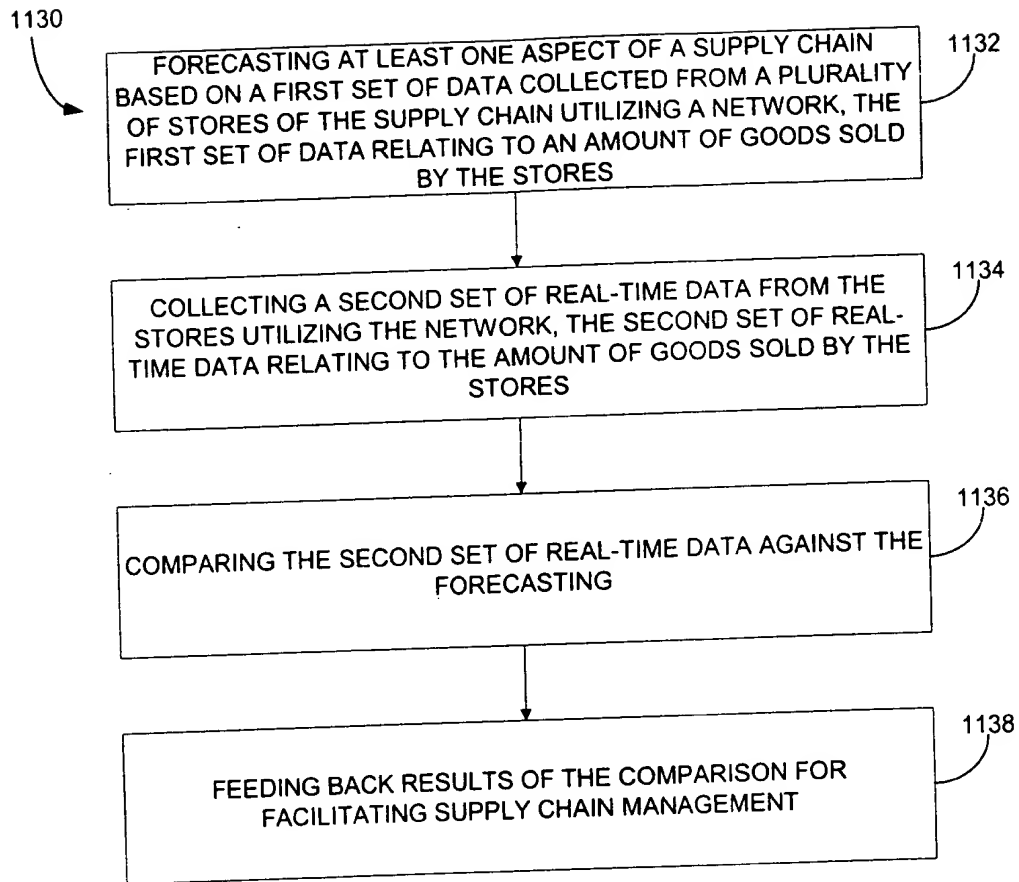


FIG. 11

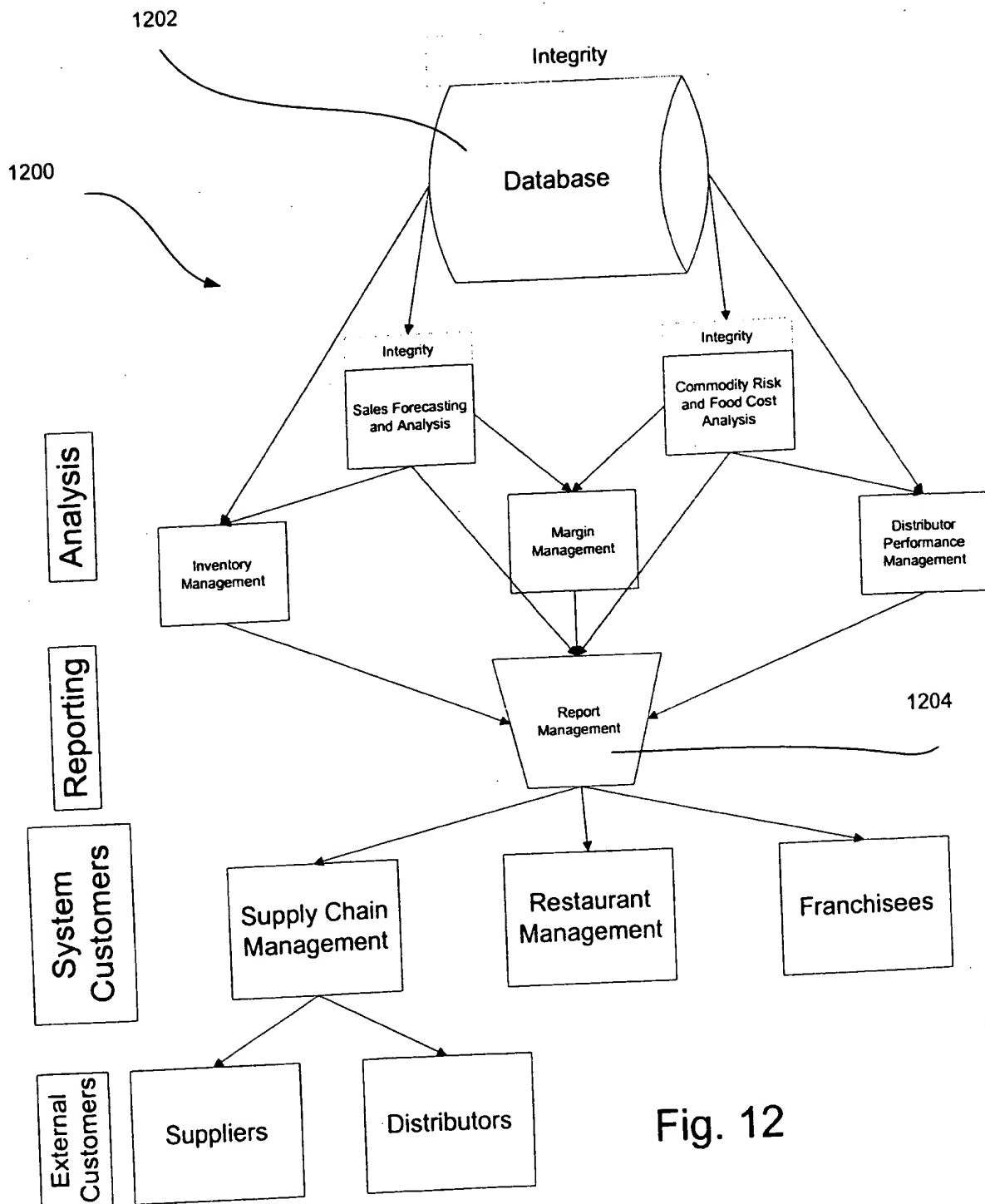


Fig. 12

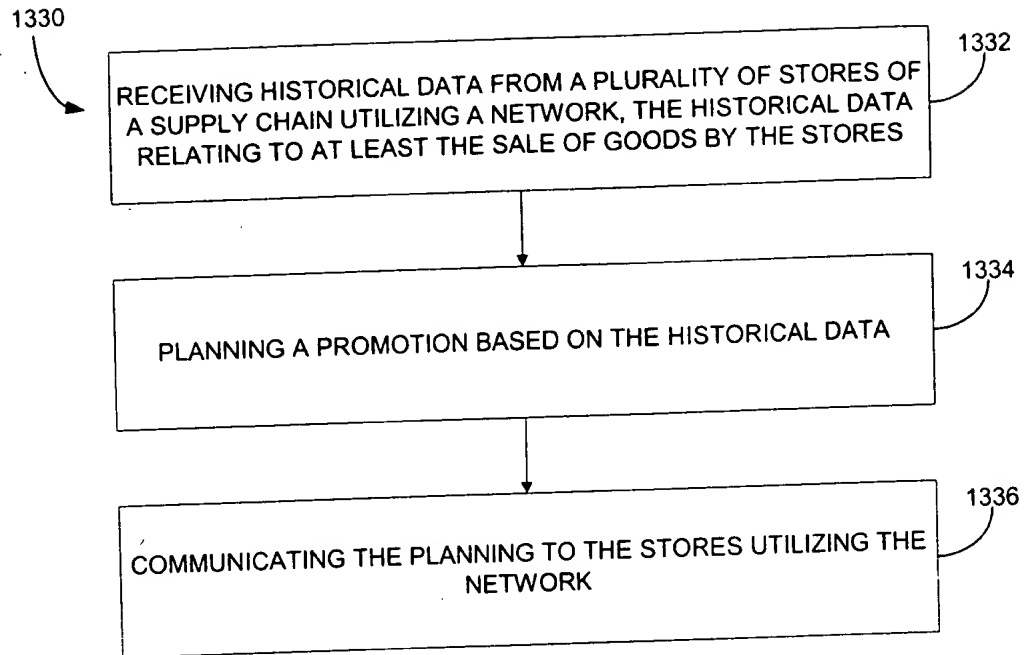


FIG. 13

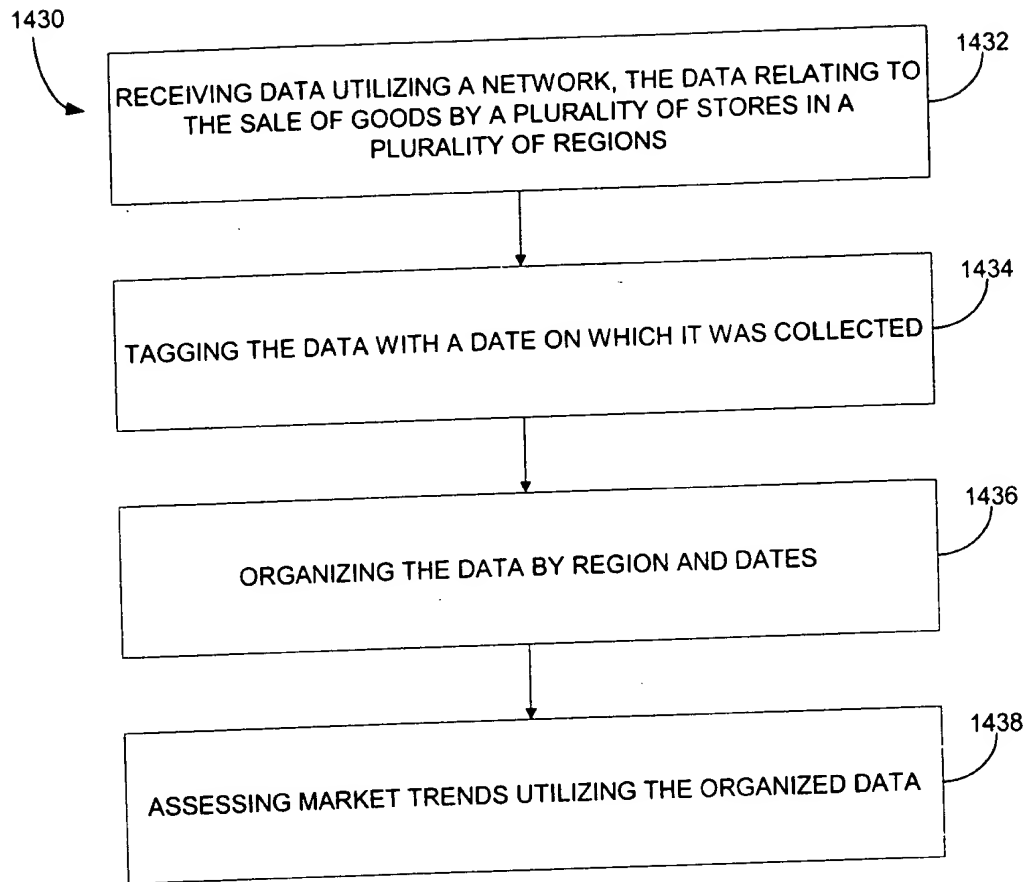


FIG. 14

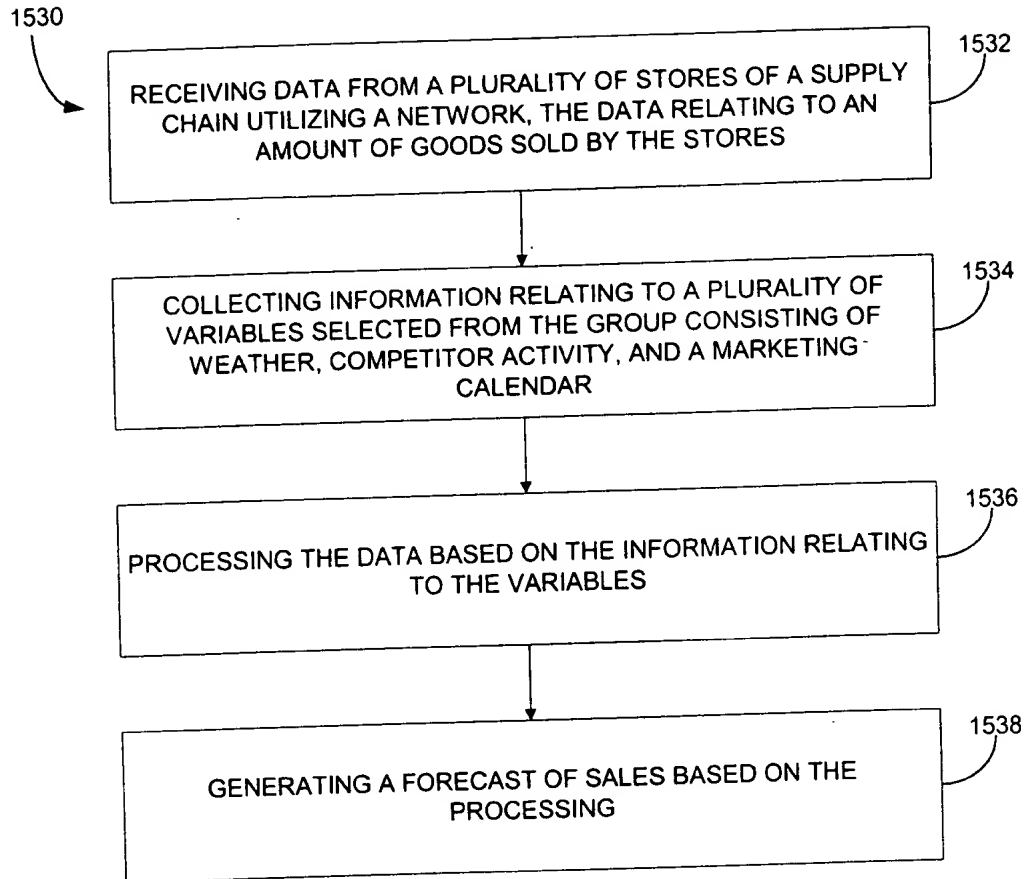


FIG. 15

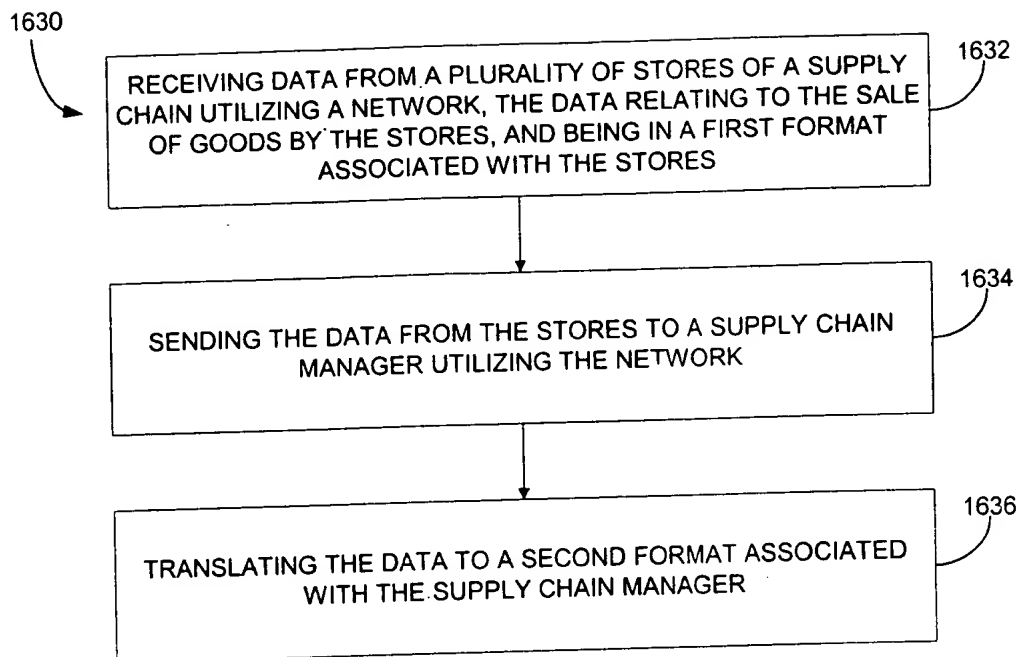


FIG. 16

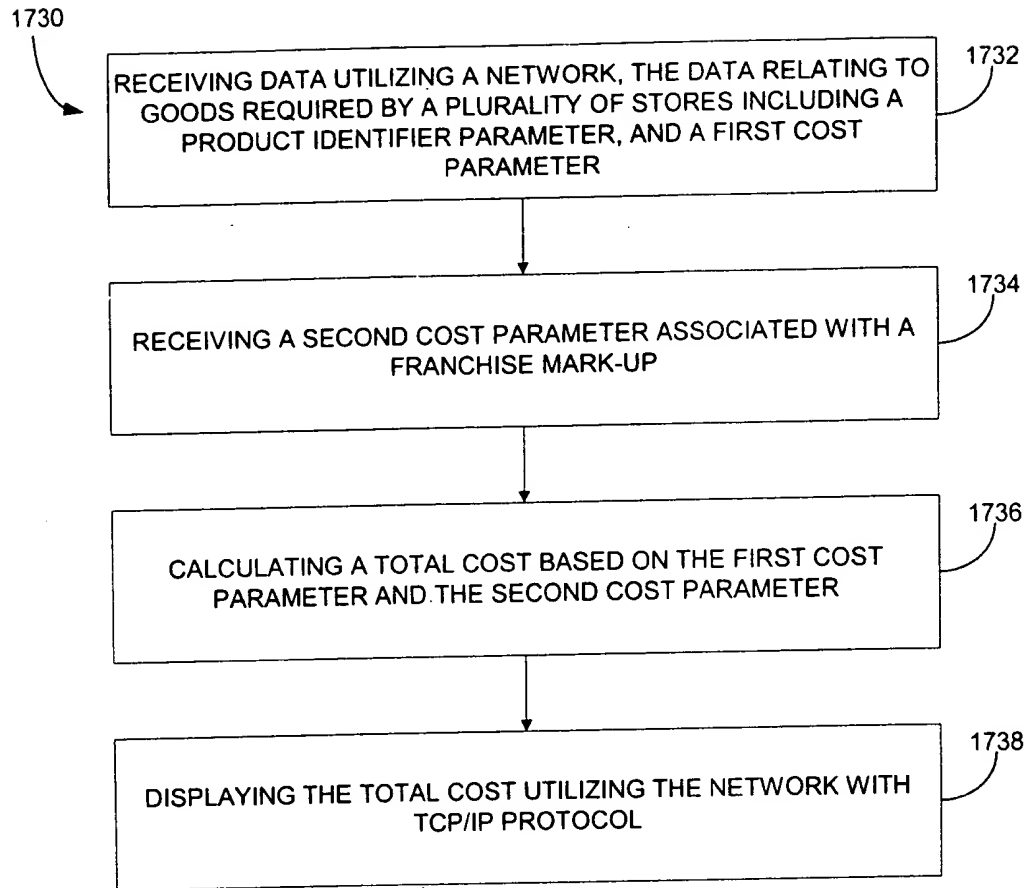


FIG. 17

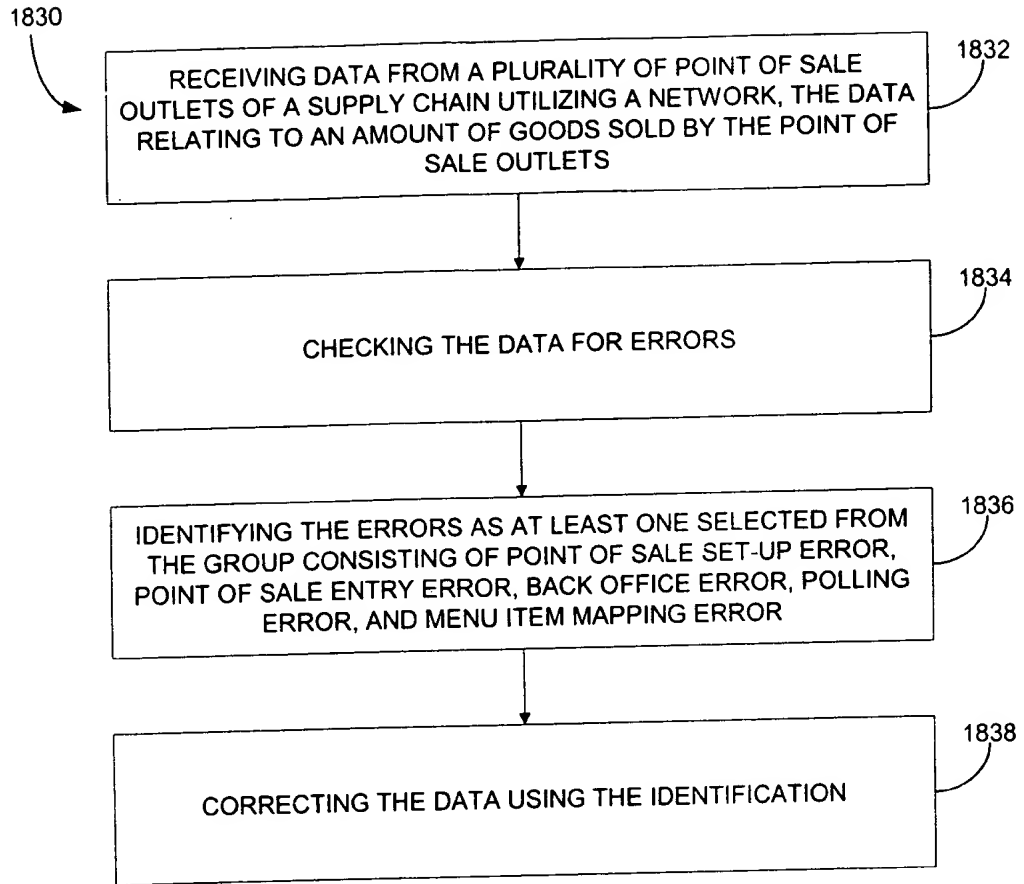


FIG. 18

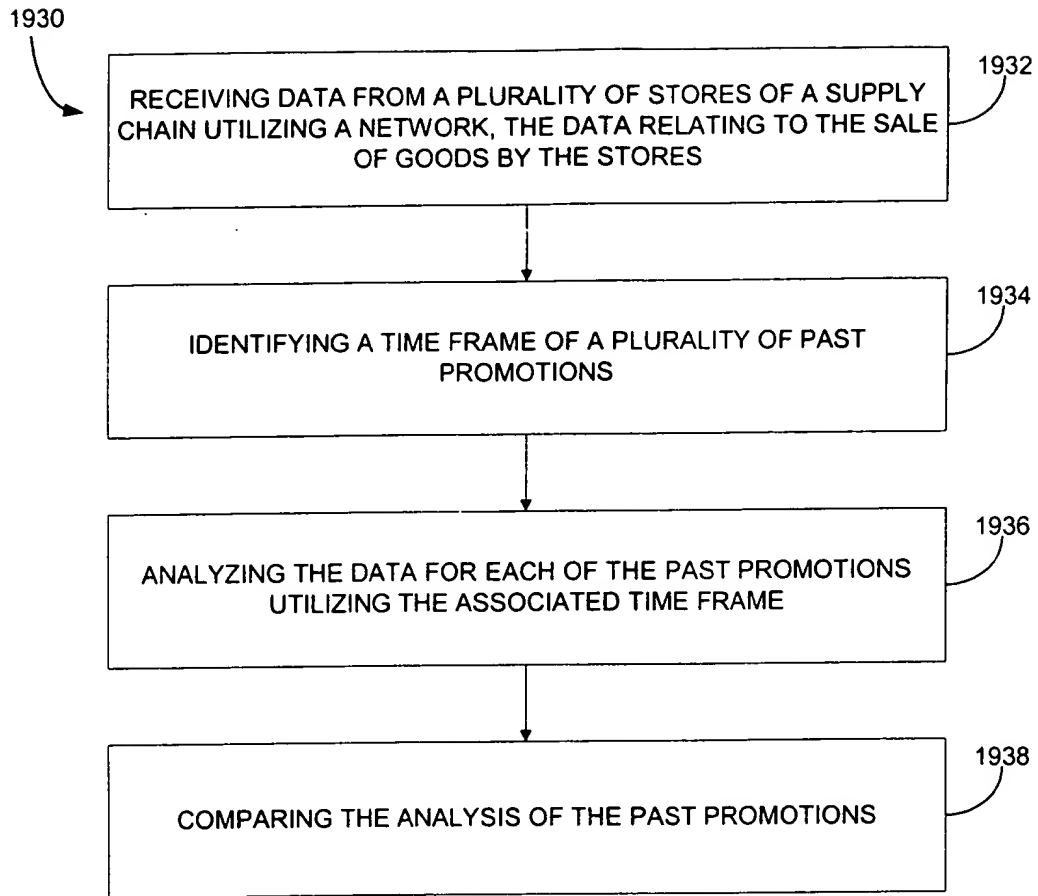


FIG. 19

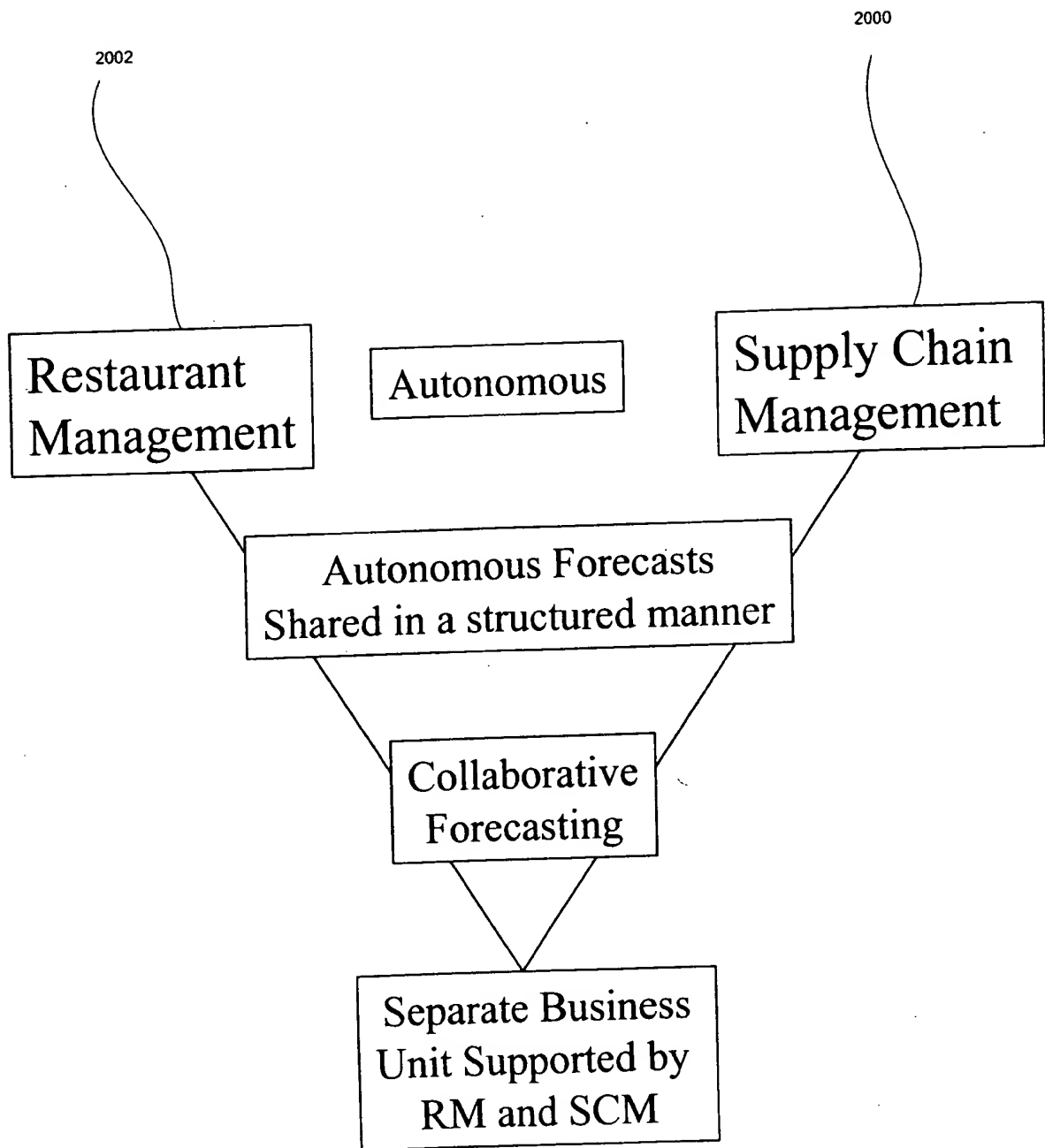


Fig. 20

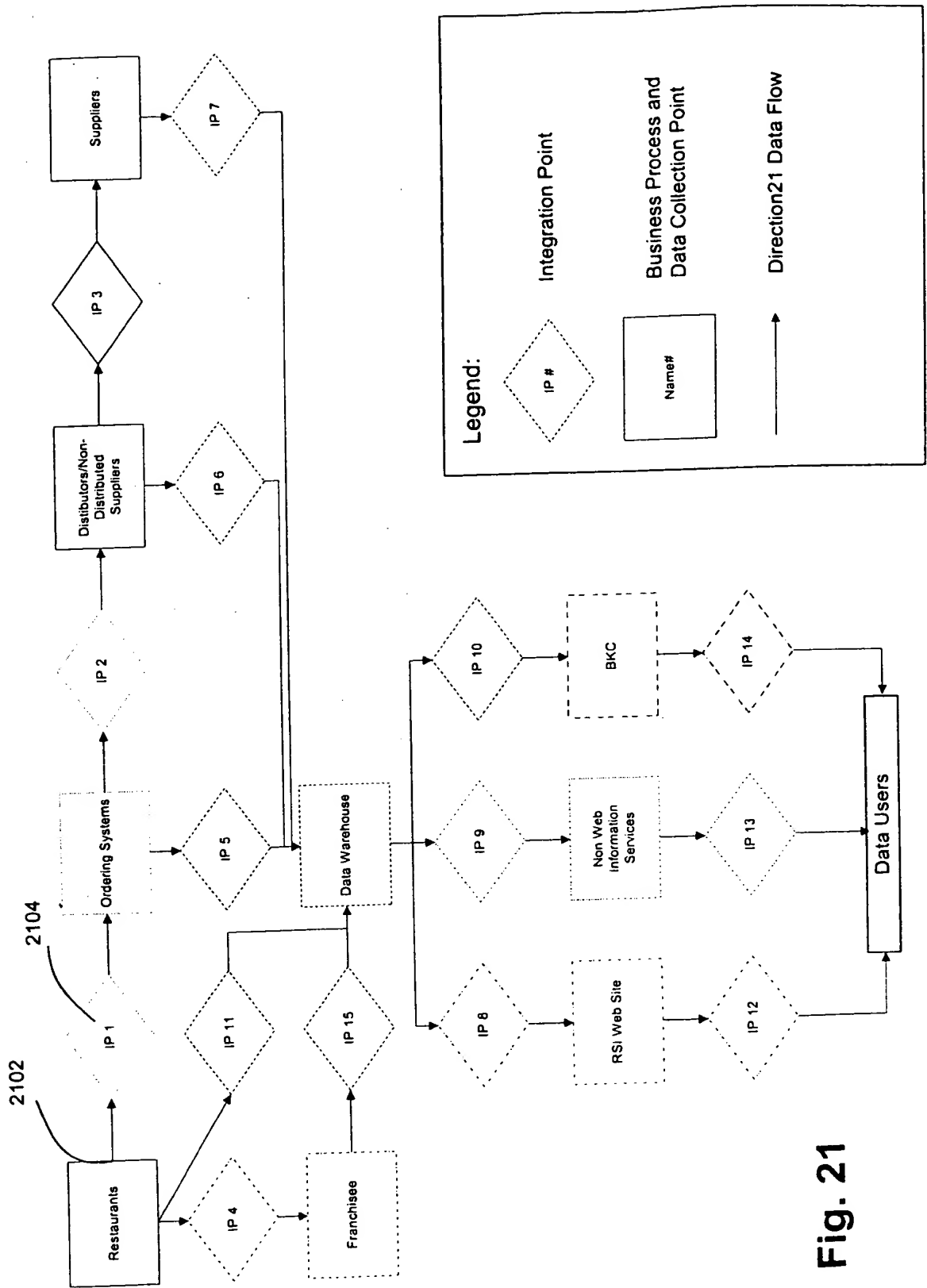


Fig. 21

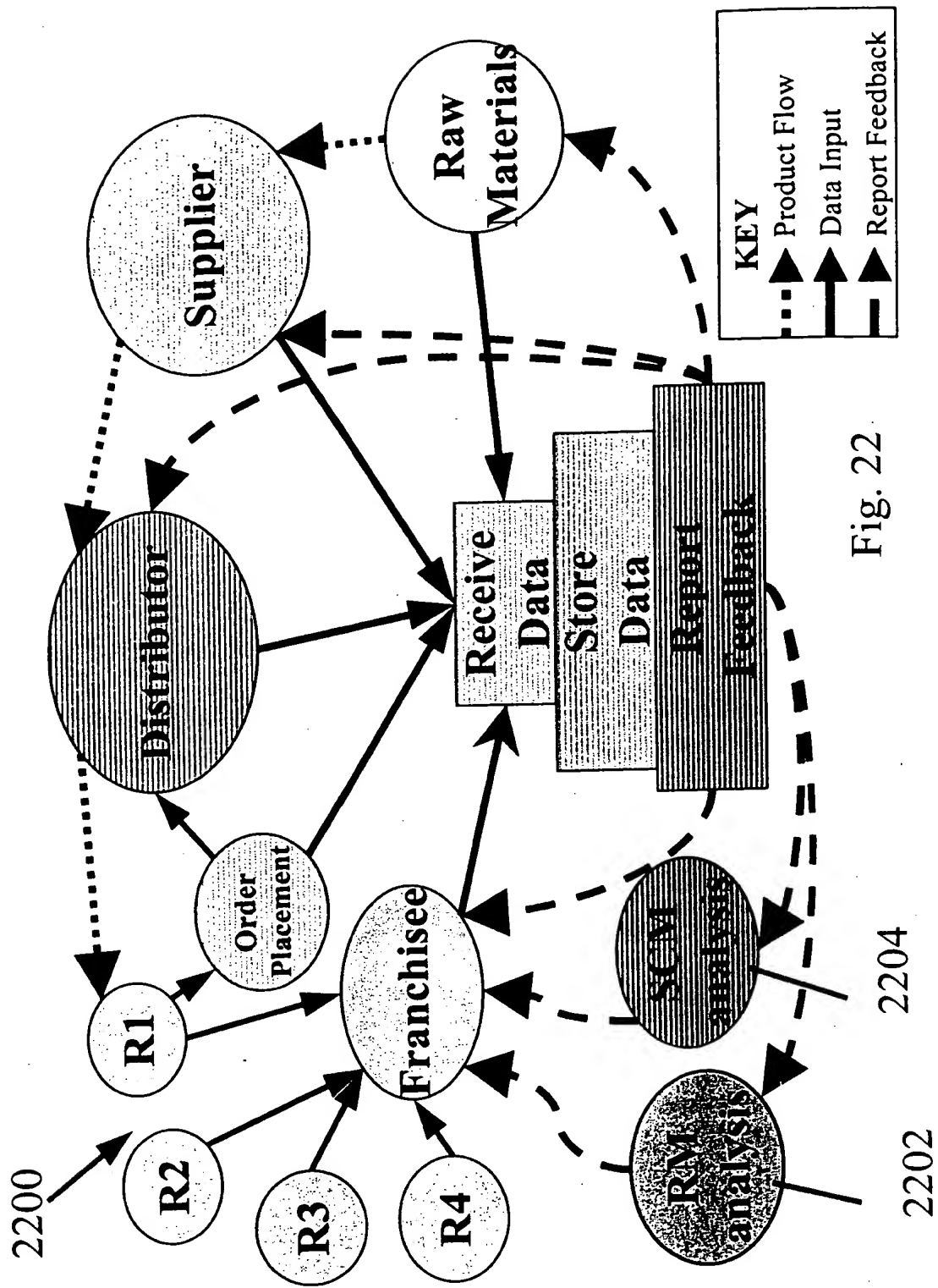


Fig. 22

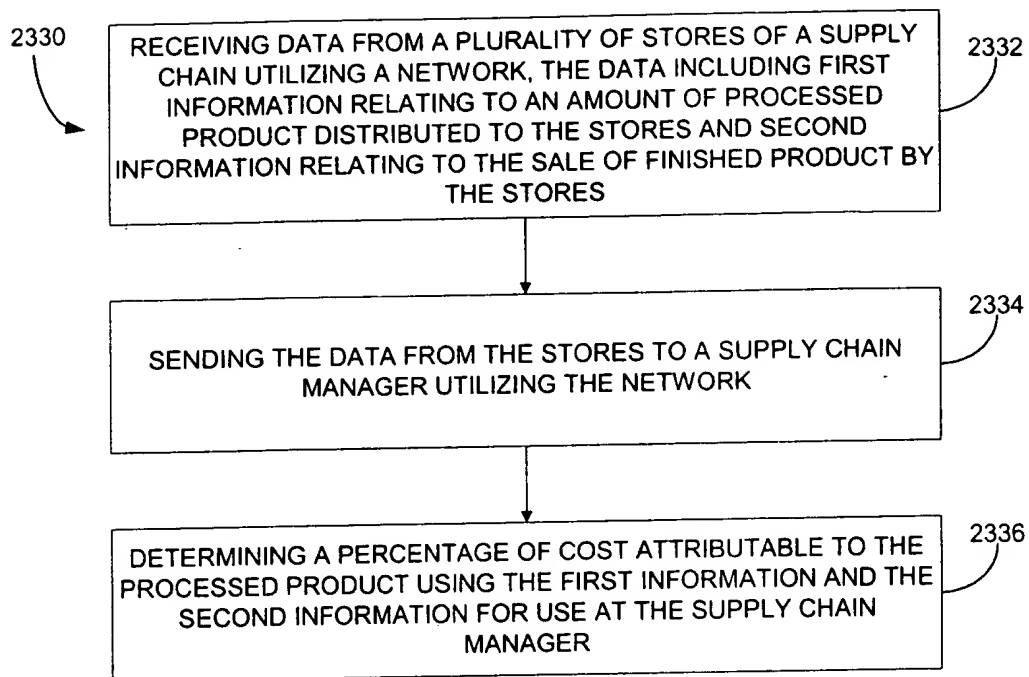


FIG. 23

FIG. 24

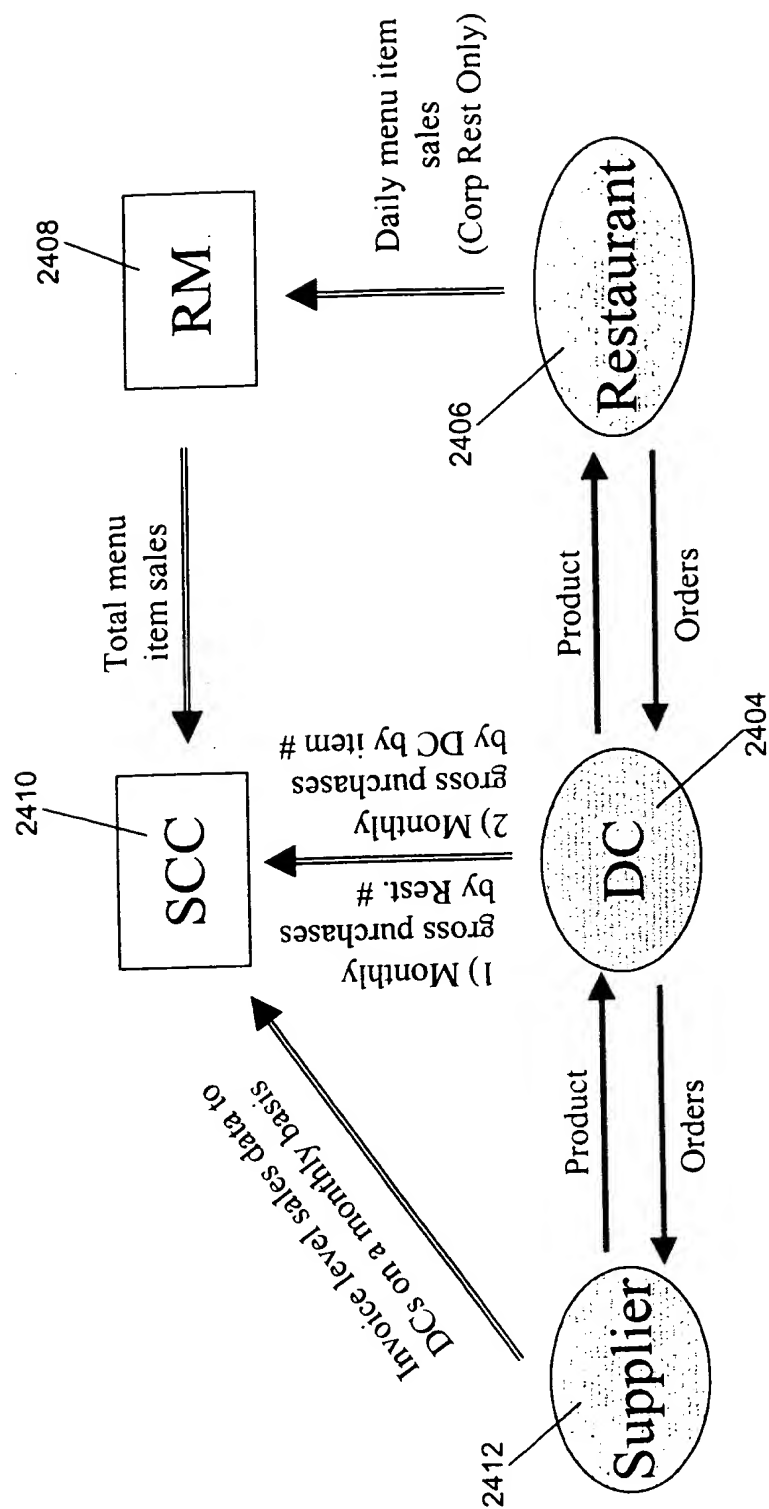


FIG. 25

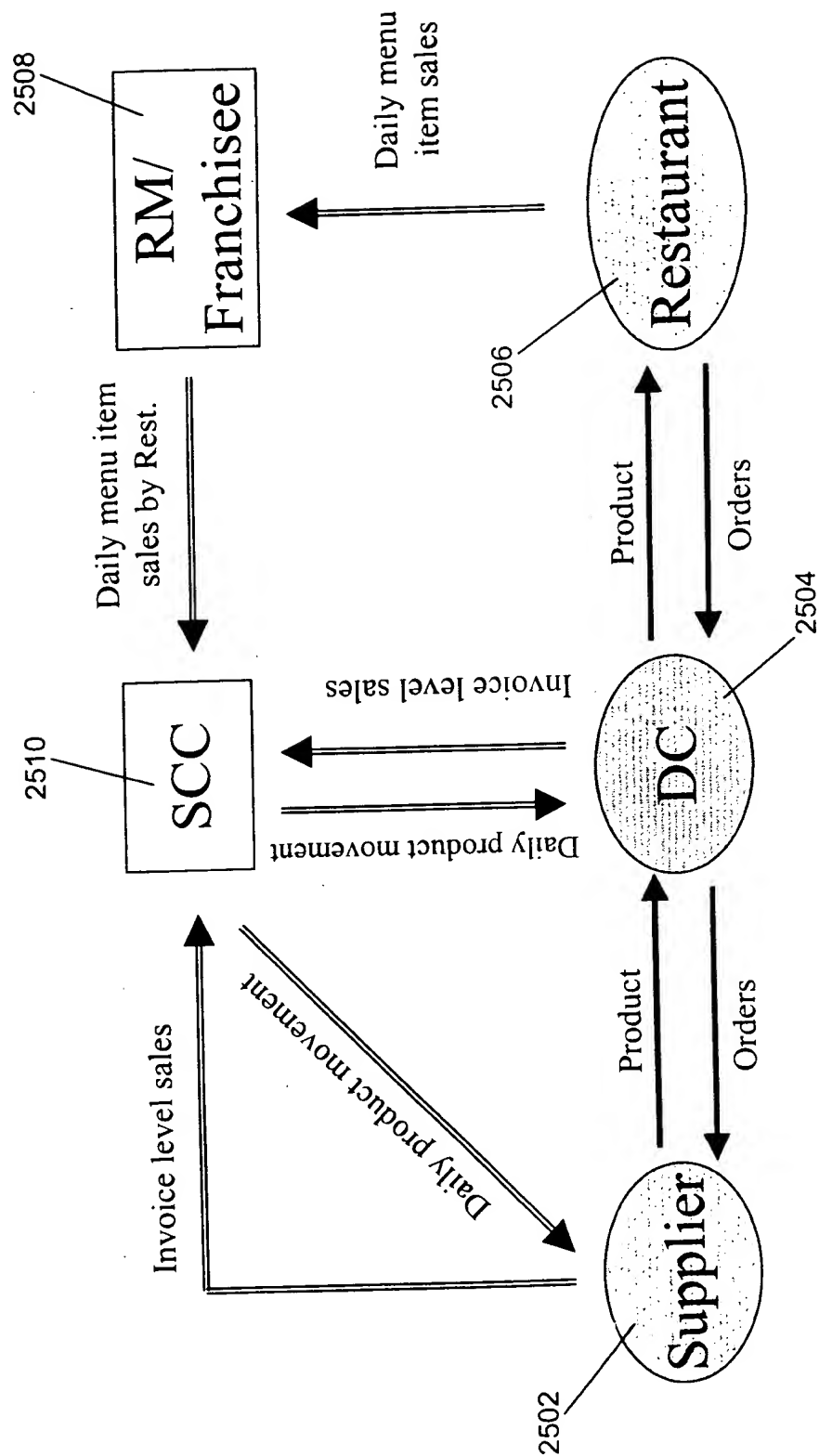


FIG. 26

| Sales Forecast Worksheet - System | | | | | | | | | | | | | | | | |
|--|---------|-------|------|------|------|------|-------|-------|----------|-------|-------|-------|-------|-------|------|-------|
| Week | History | | | | | | | | Forecast | | | | | | | |
| | Q1 | Q2 | W-6 | W-5 | W-4 | W-3 | W-2 | W-1 | W+1 | W+2 | W+3 | W+4 | W+5 | W+6 | Q3 | Q4 |
| GRP's | | | | | | | | | | | | | | | | |
| Nin'l Marketing Theme | | | | | | | | | | | | | | | | |
| Advertising Score | | | | | | | | | | | | | | | | |
| Local Considerations | | | | | | | | | | | | | | | | |
| Competition Index | | | | | | | | | | | | | | | | |
| Weather Index | | | | | | | | | | | | | | | | |
| Seasonality Index | | | | | | | | | | | | | | | | |
| Sales History/Forecast Total (\$/store) | | | | | | | | | | | | | | | | |
| Key Products by Menu Item (units/day/store) | | | | | | | | | | | | | | | | |
| WHOPPERS | 437 | 327 | 203 | 207 | 193 | 234 | 297 | 282 | 300 | 344 | 358 | 394 | 413 | 409 | 284 | 327 |
| WHOPPERS W/CHEESE | 208 | 172 | 143 | 140 | 135 | 155 | 196 | 172 | 163 | 172 | 179 | 196 | 206 | 204 | 143 | 164 |
| YWVM WHOPPERS | 805 | 723 | 701 | 692 | 623 | 760 | 921 | 829 | 900 | 943 | 829 | 912 | 958 | 948 | 707 | 813 |
| etc..... | | | | | | | | | | | | | | | | |
| Key Products by Inventory Item (cases/day/store) | | | | | | | | | | | | | | | | |
| Beef-Whopper 4.0 oz | 10.1 | 8.5 | 7.3 | 7.2 | 6.6 | 8.0 | 9.8 | 8.9 | 9.5 | 10.1 | 9.5 | 10.4 | 11.0 | 10.8 | 7.9 | 9.1 |
| Cheese-American Sliced | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | 0.3 | 0.2 | 0.2 |
| Mayo-bulk | 2.8 | 2.4 | 2.0 | 2.0 | 1.9 | 2.2 | 2.8 | 2.5 | 2.7 | 2.8 | 2.7 | 2.9 | 3.1 | 3.0 | 2.2 | 2.5 |
| Pickles - Pail | 1.8 | 1.5 | 1.3 | 1.3 | 1.2 | 1.4 | 1.7 | 1.6 | 1.7 | 1.8 | 1.7 | 1.8 | 1.9 | 1.9 | 1.4 | 1.6 |
| Wrap Whopper | 0.4 | 0.3 | 0.3 | 0.3 | 0.2 | 0.3 | 0.4 | 0.3 | 0.3 | 0.4 | 0.3 | 0.4 | 0.4 | 0.4 | 0.3 | 0.3 |
| Ketchup- Bulk | 1.9 | 1.6 | 1.4 | 1.4 | 1.2 | 1.5 | 1.8 | 1.7 | 1.8 | 1.9 | 1.8 | 2.0 | 2.1 | 2.0 | 1.5 | 1.7 |
| Bun-Whopper 5" (dozen) | 120.8 | 101.8 | 87.3 | 86.6 | 79.3 | 95.8 | 117.8 | 106.9 | 113.6 | 121.6 | 113.8 | 125.2 | 131.4 | 130.1 | 94.5 | 108.7 |
| Lettuce - shredded | 3.4 | 2.9 | 2.5 | 2.4 | 2.2 | 2.7 | 3.3 | 3.0 | 3.2 | 3.4 | 3.2 | 3.5 | 3.7 | 3.7 | 2.7 | 3.1 |
| Tomatoes | 4.5 | 3.8 | 3.3 | 3.2 | 3.0 | 3.6 | 4.4 | 4.0 | 4.3 | 4.6 | 4.3 | 4.7 | 4.9 | 4.9 | 3.5 | 4.1 |
| Onions - sliced | 4.5 | 3.8 | 3.3 | 3.2 | 3.0 | 3.6 | 4.4 | 4.0 | 4.3 | 4.6 | 4.3 | 4.7 | 4.9 | 4.9 | 3.5 | 4.1 |
| etc.... | | | | | | | | | | | | | | | | |

2600

2602

2604

2700

| | | History | | | | Week #1 | | | | | | | |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 | Total |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week) | | | | | | | | | | | | | |
| Category | Segment | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 | 286 |
| Whopper | WHOPPERS | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 | 165 |
| | WHOPPERS W/CHEESE | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 | 857 |
| | YVWM WHOPPERS | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 | 1,309 |
| Whopper Total | | | | | | | | | | | | | |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% | 6.5% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% | 6.8% |
| | YVWM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% | 7.7% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% | 6.9% |

2702

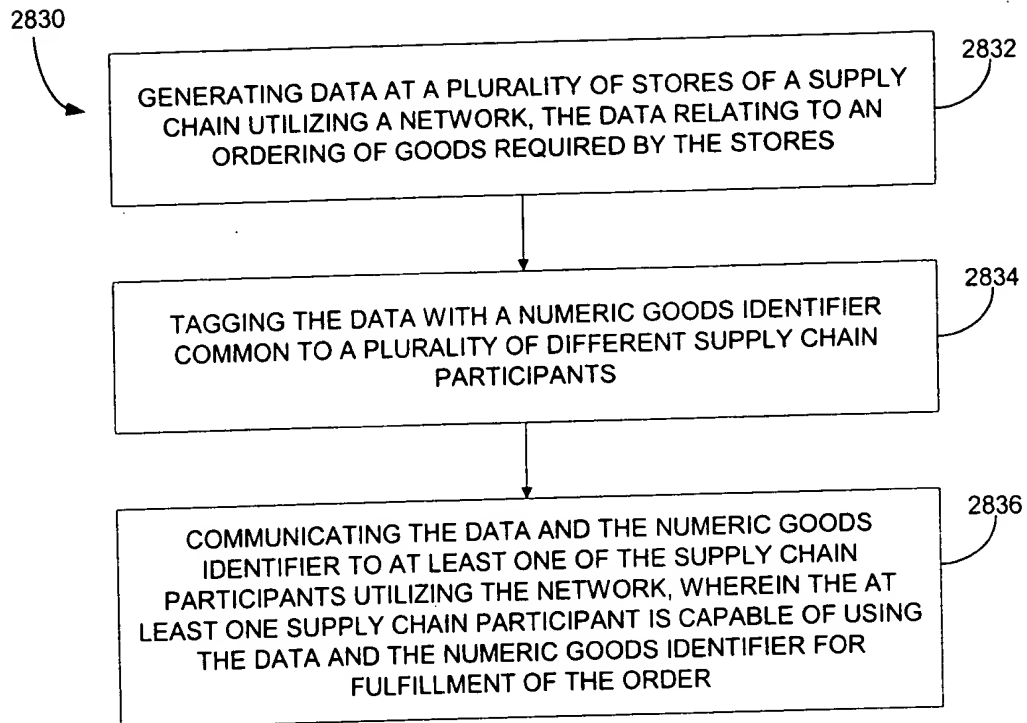


FIG. 28

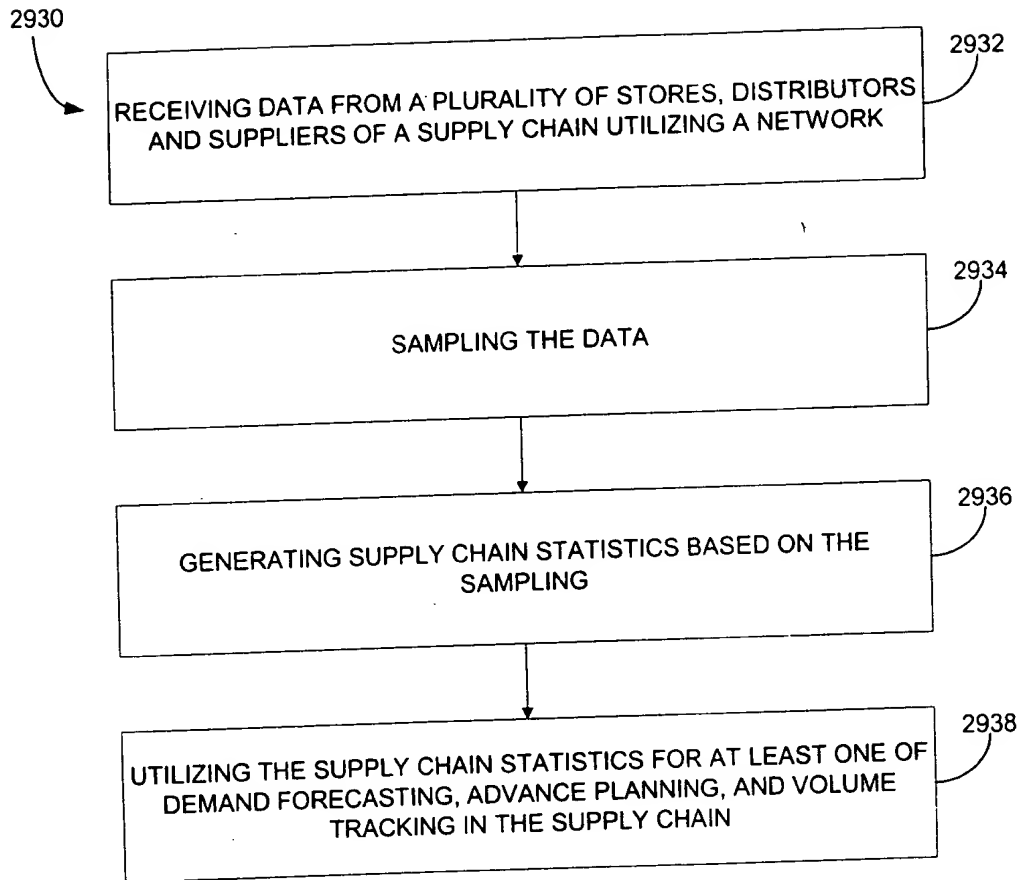


FIG. 29

3002 3004 3000

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

| | | | | | | | |
|----------------------|---------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Total Cases Ordered: | | 65712 | | | | | |
| Operations: | | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
| | Cases: | 154 | 68 | 62 | 284 | | 568 |
| | Percent | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | 0.86% |

3002

| | | | | | |
|------------------|-------|-------|-------|-------|--|
| Purchasing: | | | | | |
| Out of Stocks | 990 | 70 | | 1060 | |
| Cases: | 1.51% | 0.11% | 0.00% | 1.61% | |
| Percent | | | | | |
| Substitutions | | | | | |
| Out of Code | | | | | |
| Total Purchasing | | | | | |

3004

| | | |
|----------------------------|-------|---------|
| Distribution Center Total: | Cases | Percent |
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

| | |
|--------------------------|-------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|--------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

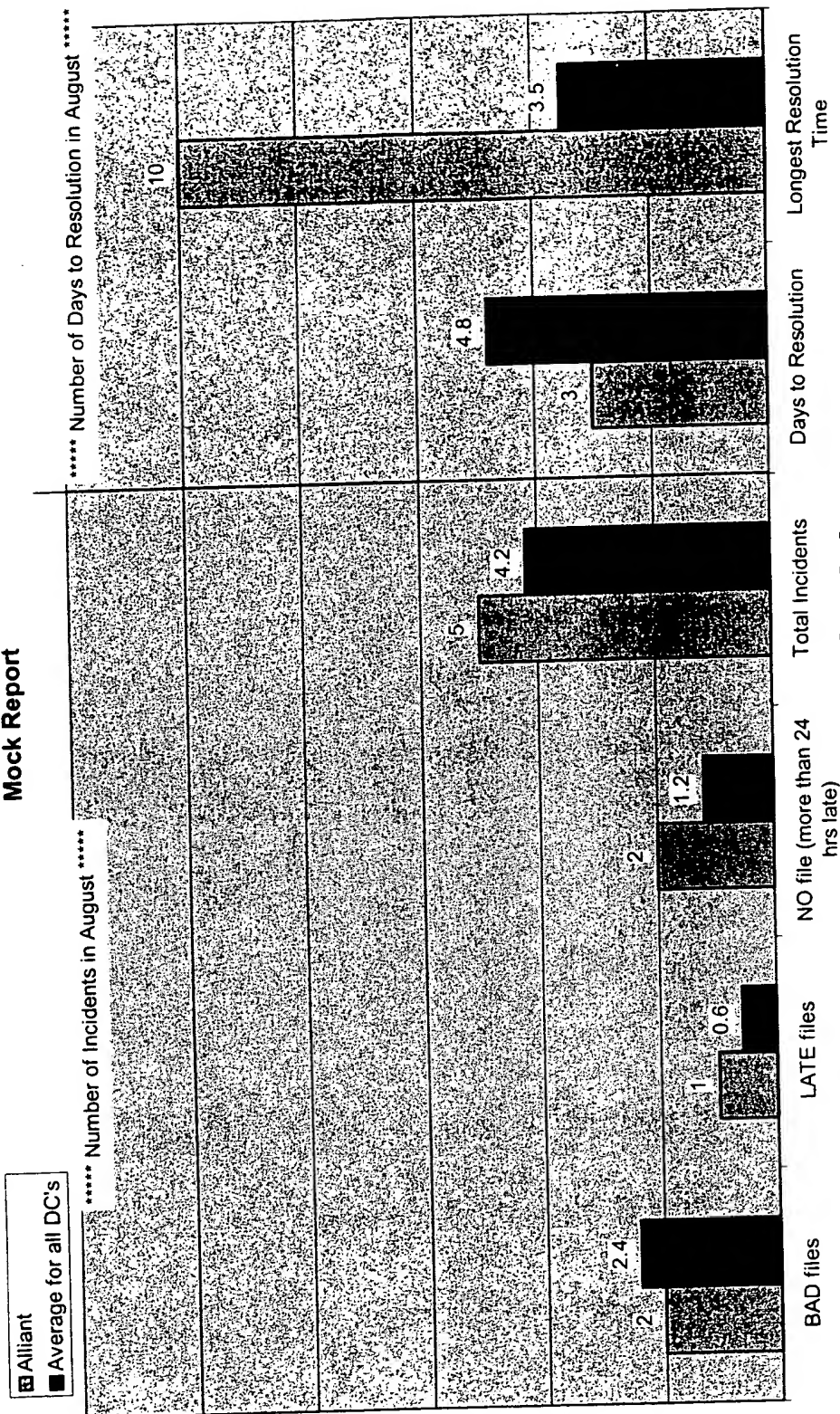


FIG. 31

3200



Service Level Reporting

August

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKG Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 99.50% | 90.00% | 80.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |
| Didn't meet BK Min. |

FIG. 32

FIG. 33

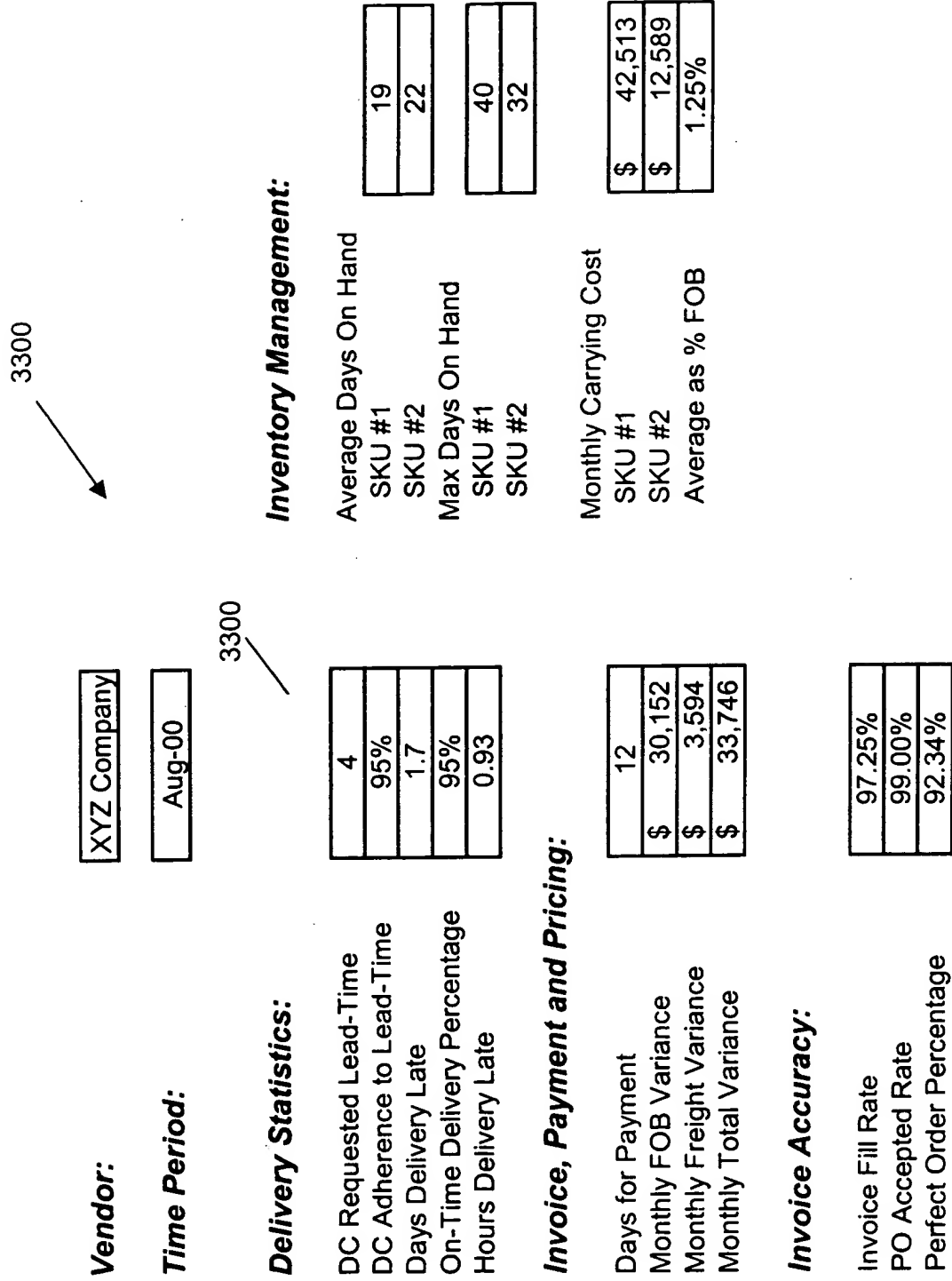
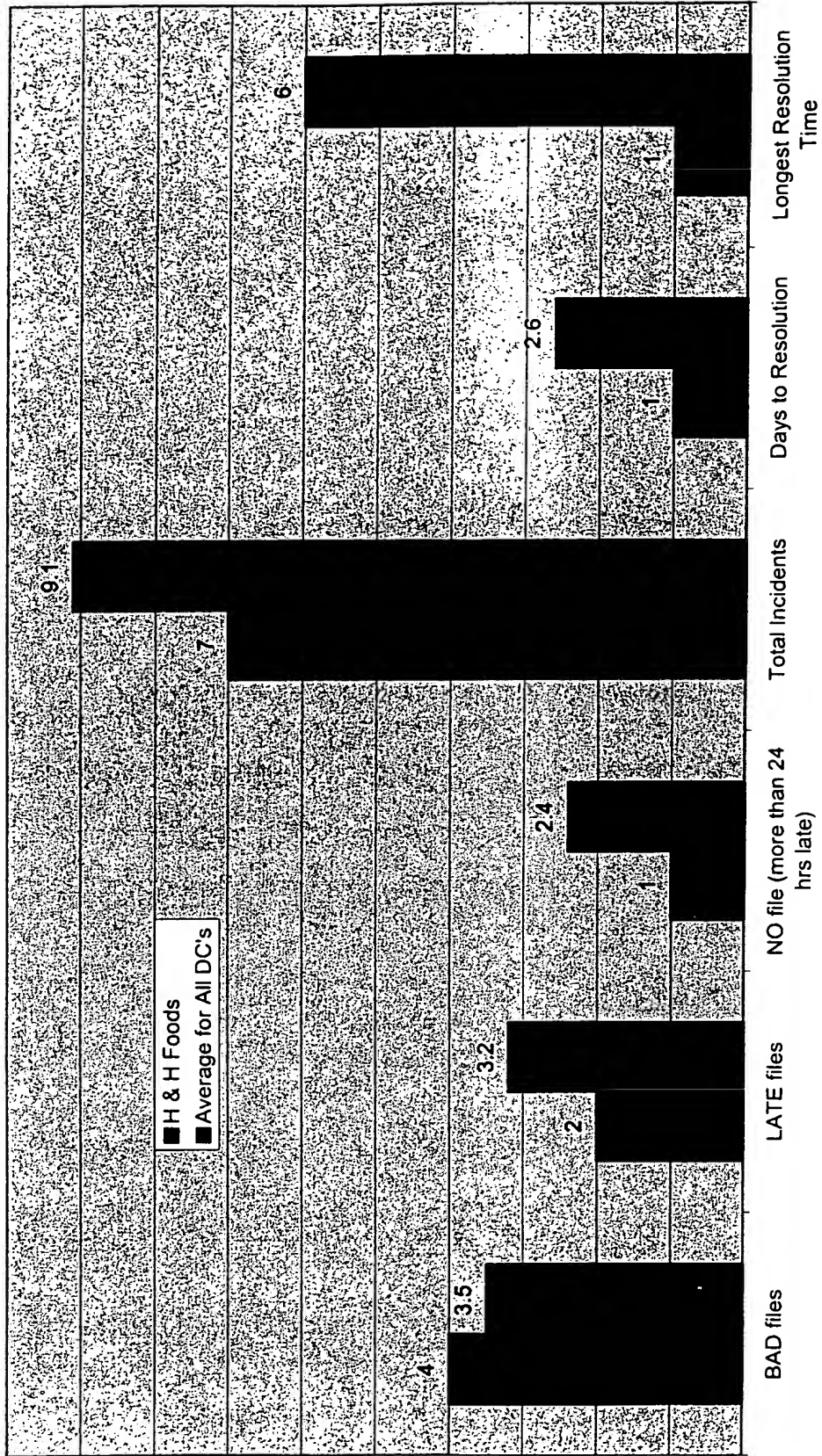


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400





3500

FIG. 35

Service Level Reporting November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | | | |
| COMARK INSTRUMENTS, INC. | | | |
| WHITEFORD FOODS, INC. | | | |
| LEPAGE BAKERY / COUNTRY KITCHEN | | | |
| NCR-SYSTEMEDIA | | | |
| SIGNATURE MEATS GROUP | | | |
| SCHWEBEL'S BAKING CO. | | | |
| MAUI CUP | | | |
| MIRA PLASTICS | | | |
| DIXIE PRODUCE & PACKAGING | | | |
| NOR-LAKE, INC. | | | |
| FORT JAMES OPERATING COMPANY | | | |
| FRESH ADVANTAGE, KC | | | |
| SILVER KING - MN - CORP. | | | |
| TYSON FOODS | | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | |
| CLOUGHERTY PACKING | | | |
| BEVERAGE AIR | | | |
| COMPONENT HARDWARE GROUP, INC. | | | |
| COCA - COLA USA | | | |
| TOASTMASTER | | | |
| GRANT COUNTY FOODS | | | |
| FRESH EXPRESS | | | |
| TAYLOR FARMS | | | |
| MODULAR DISPENSING SYSTEM | | | |
| CENTURY PRODUCTS, LLC | | | |
| ROSE PACKING COMPANY | | | |

| | | | |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |

FIG. 36

3600

Mock Report/1

| | FY-01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Food Cost Index | | | | | | | | | |
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | | | | | | | |
| Good/(Bad) | | | 0.30 | | | | | | |
| Total Dollar Purchases (in Millions) /2 | | | | | | | | | |
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

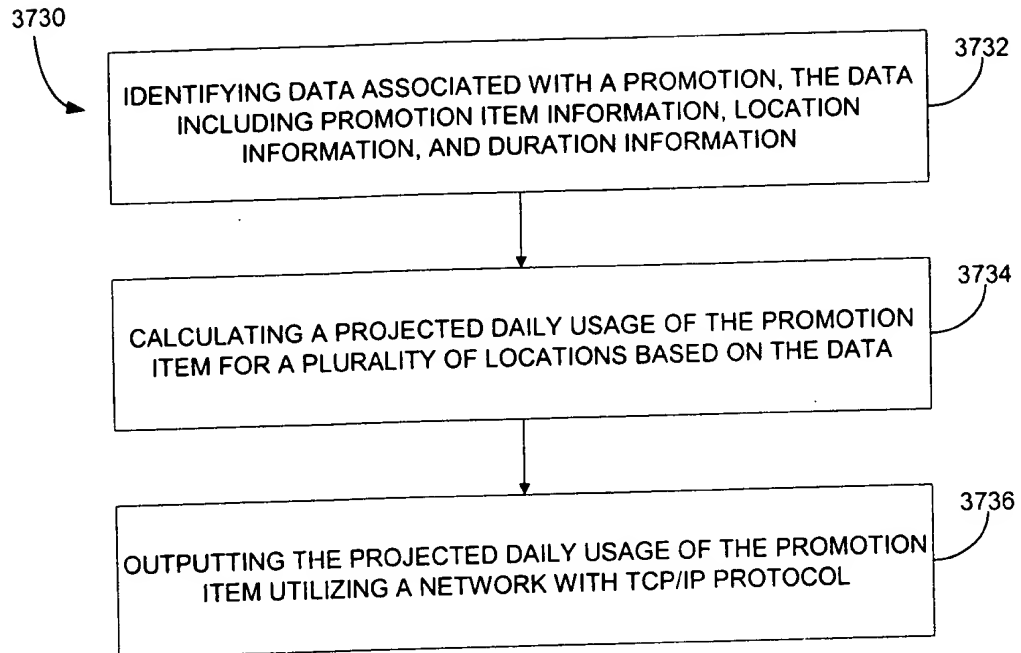


FIG. 37

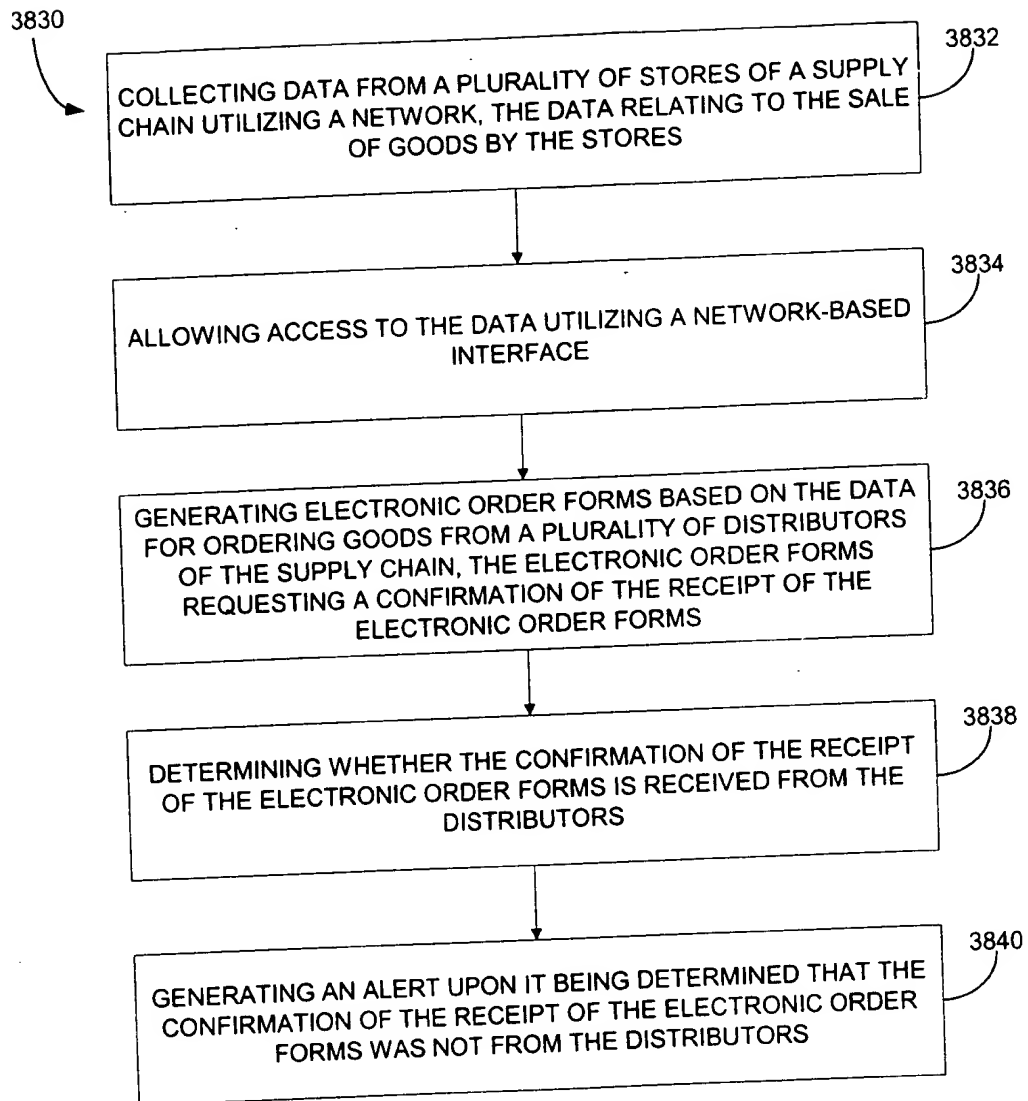


FIG. 38

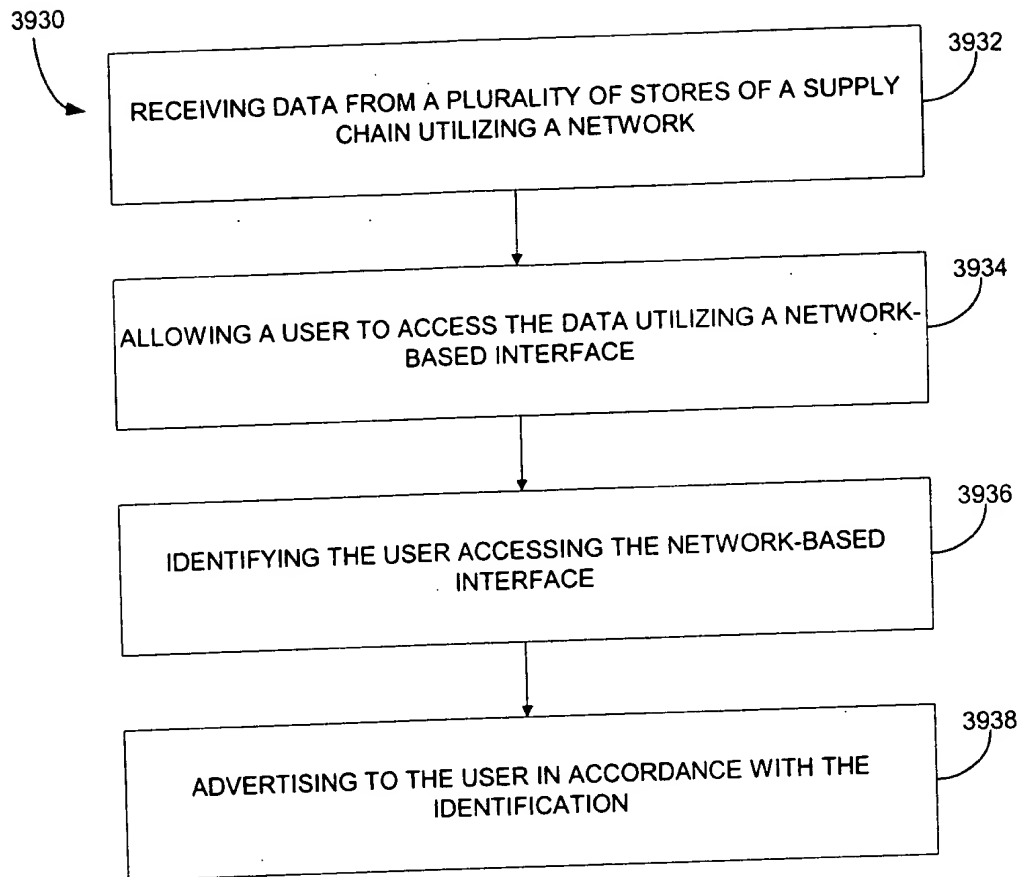


FIG. 39

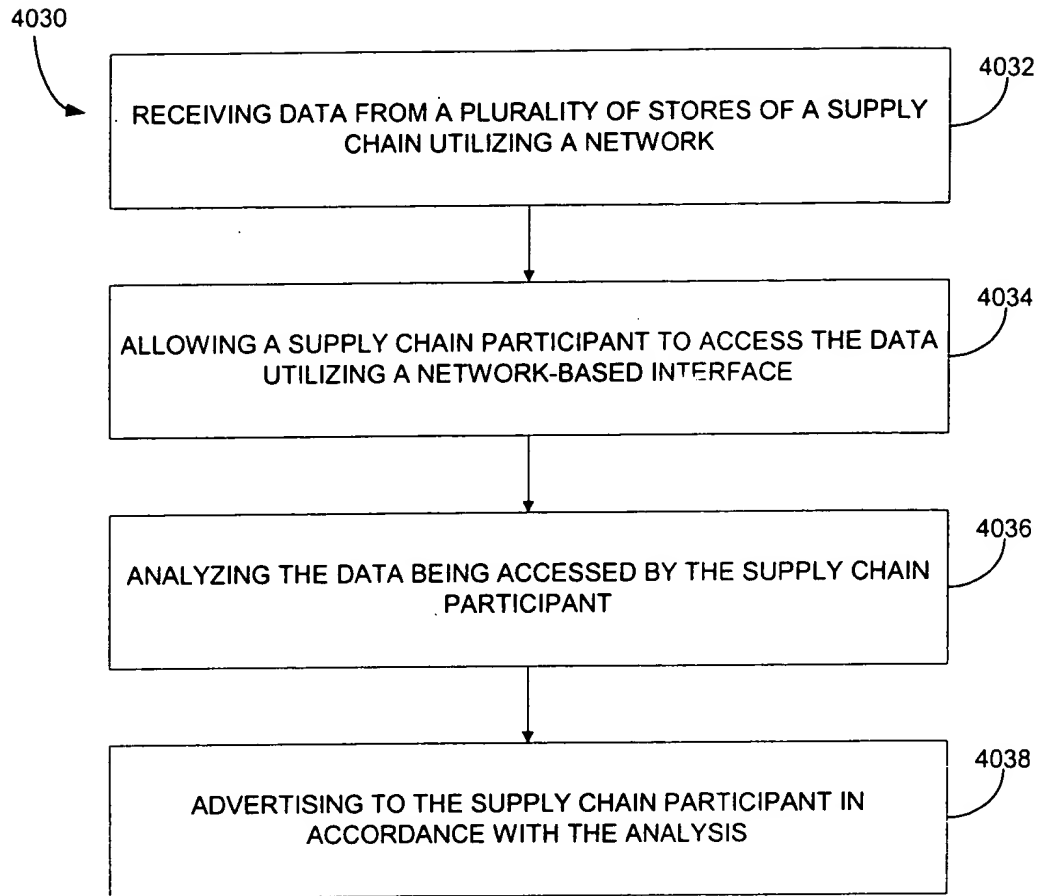


FIG. 40

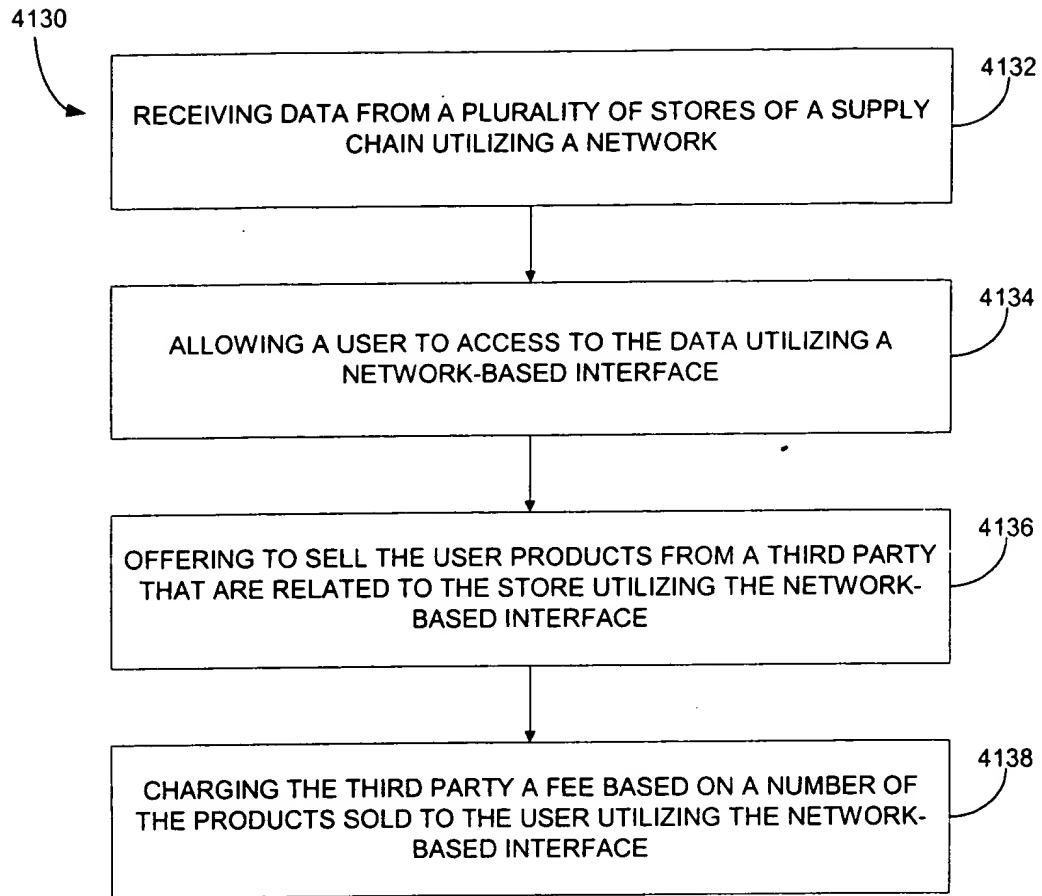


FIG. 41

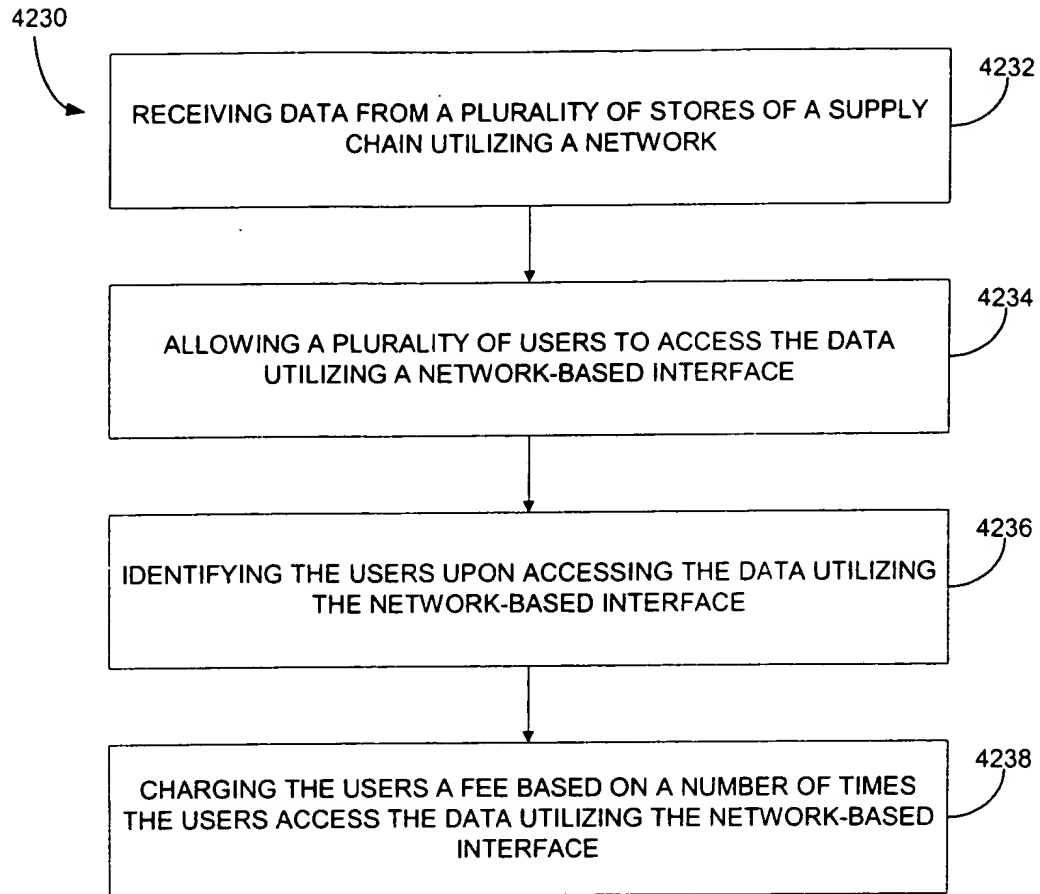


FIG. 42

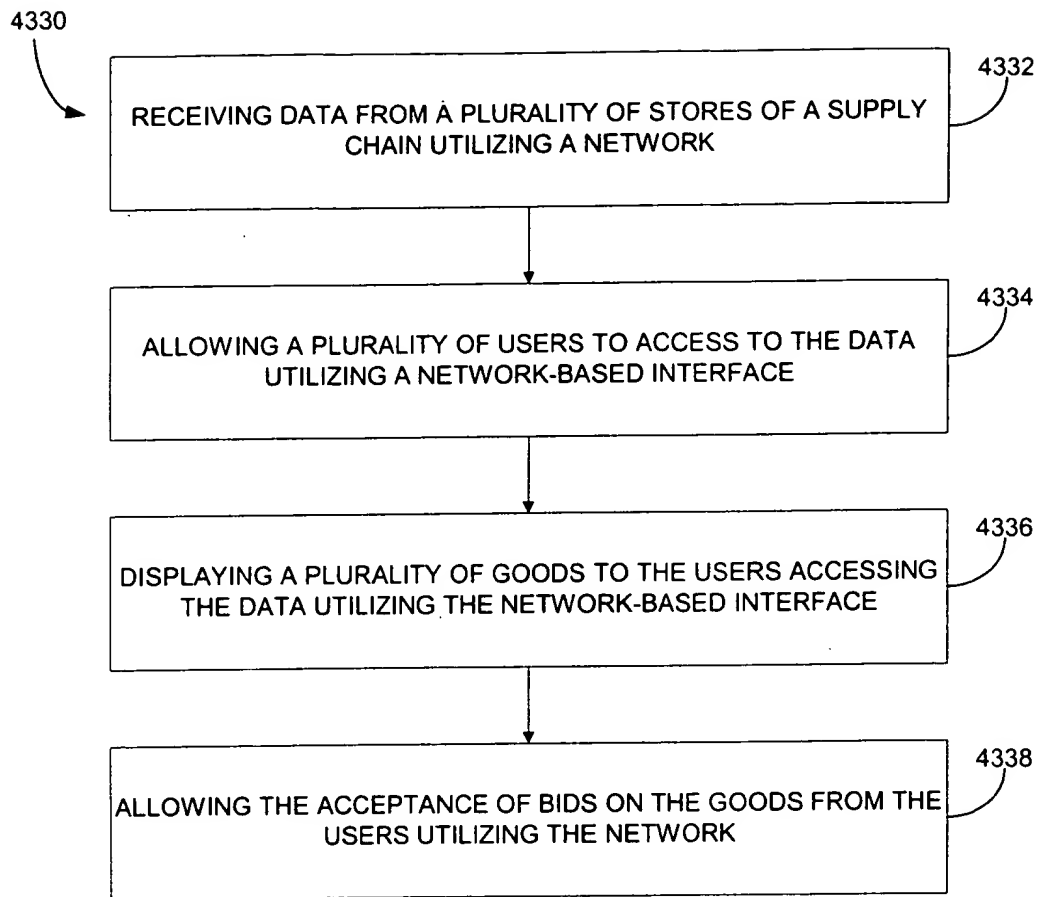


FIG. 43A

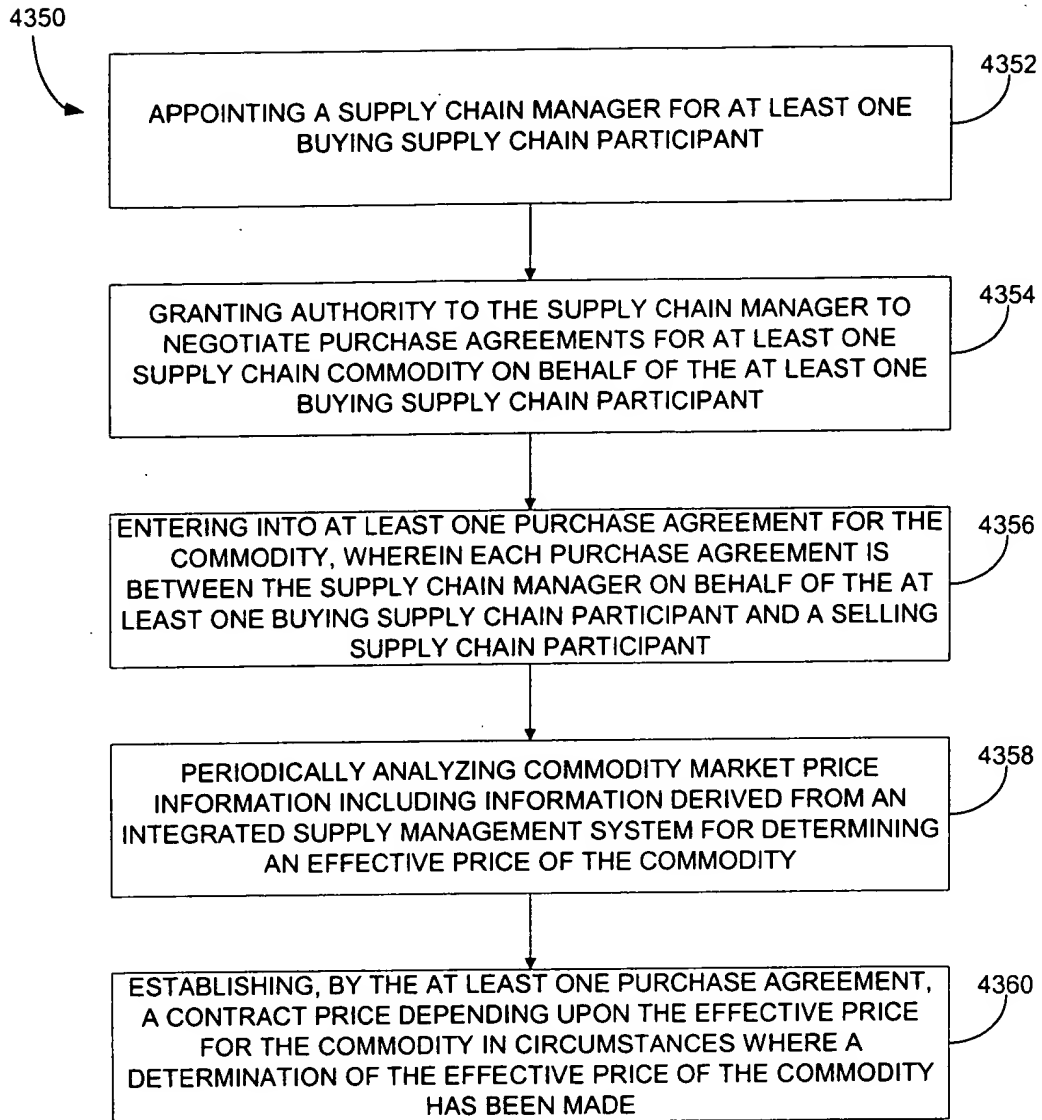


FIG. 43B

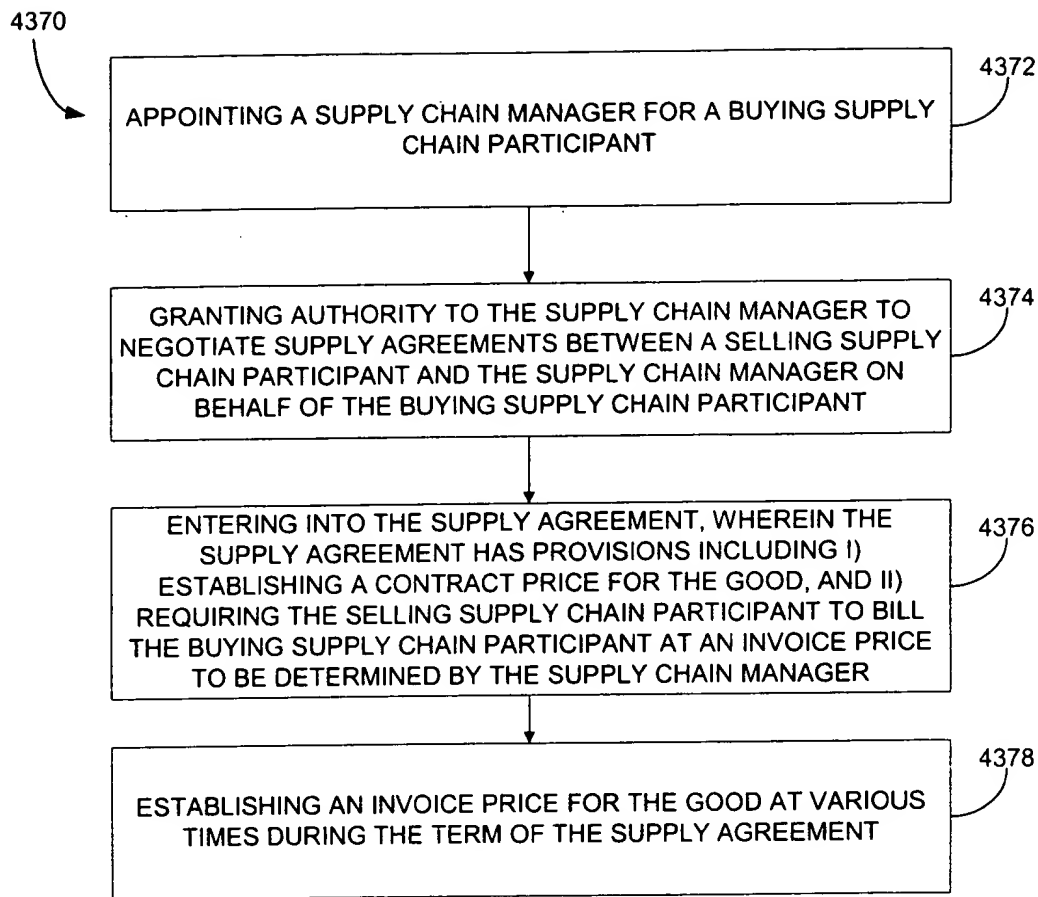


FIG. 43C

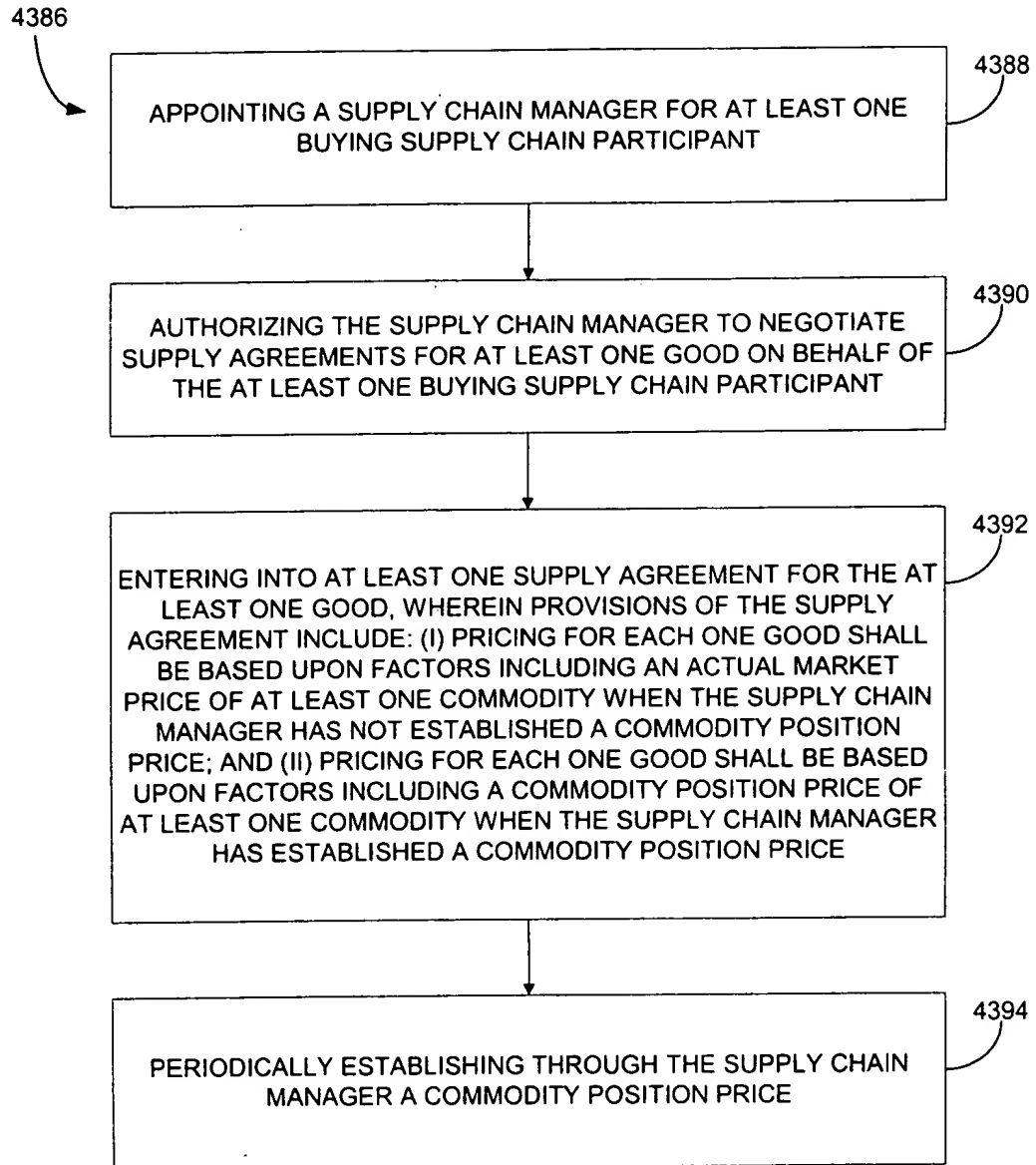


FIG. 43D

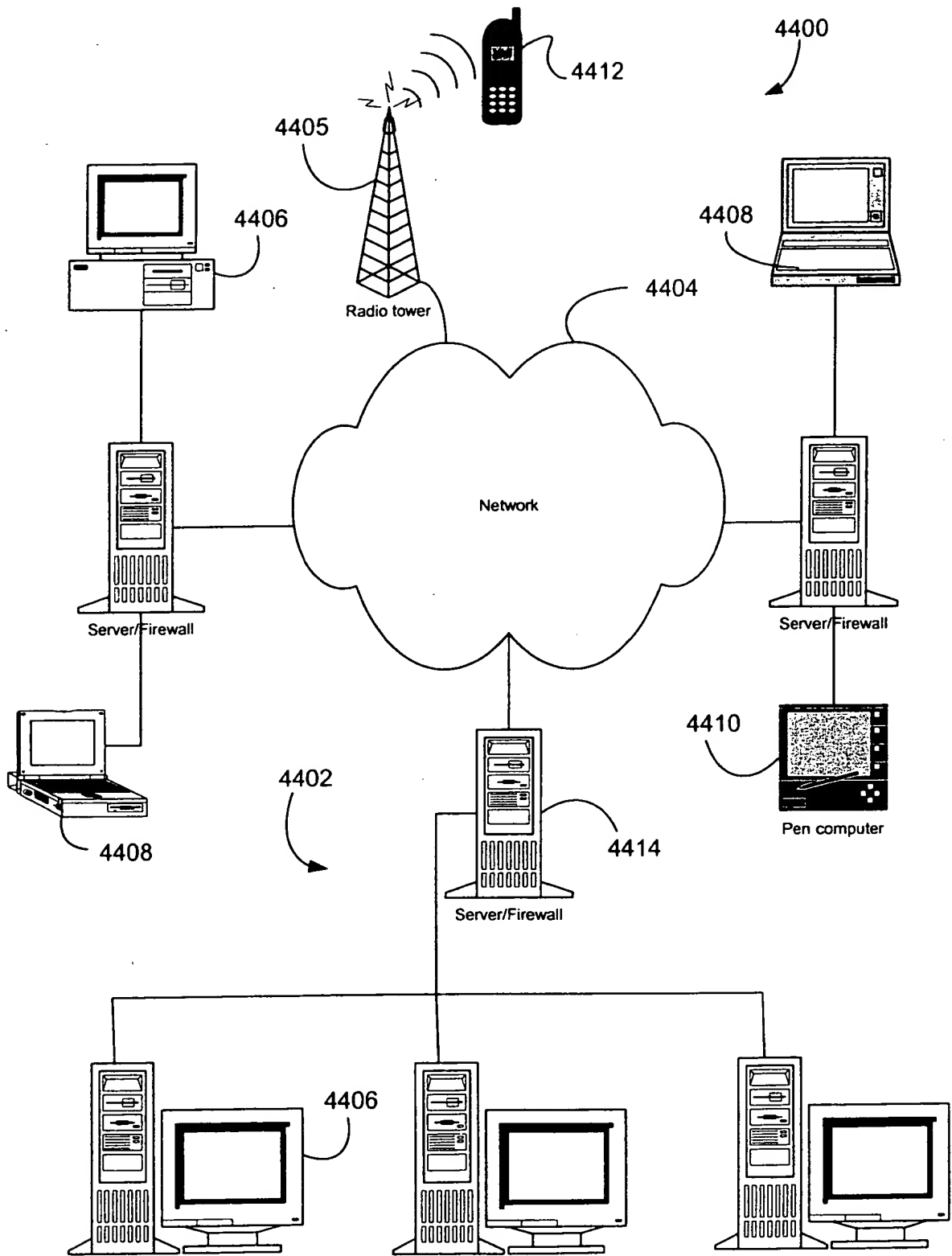


FIG. 44

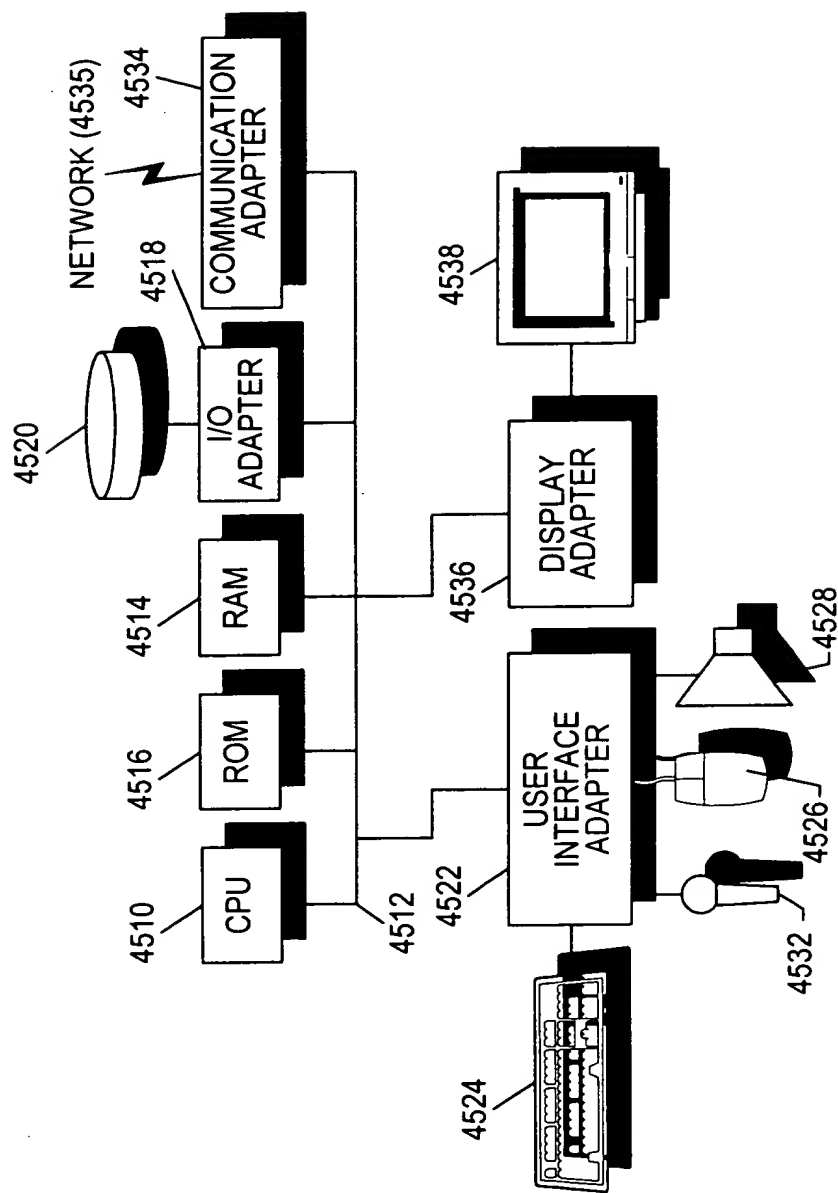


FIG. 45

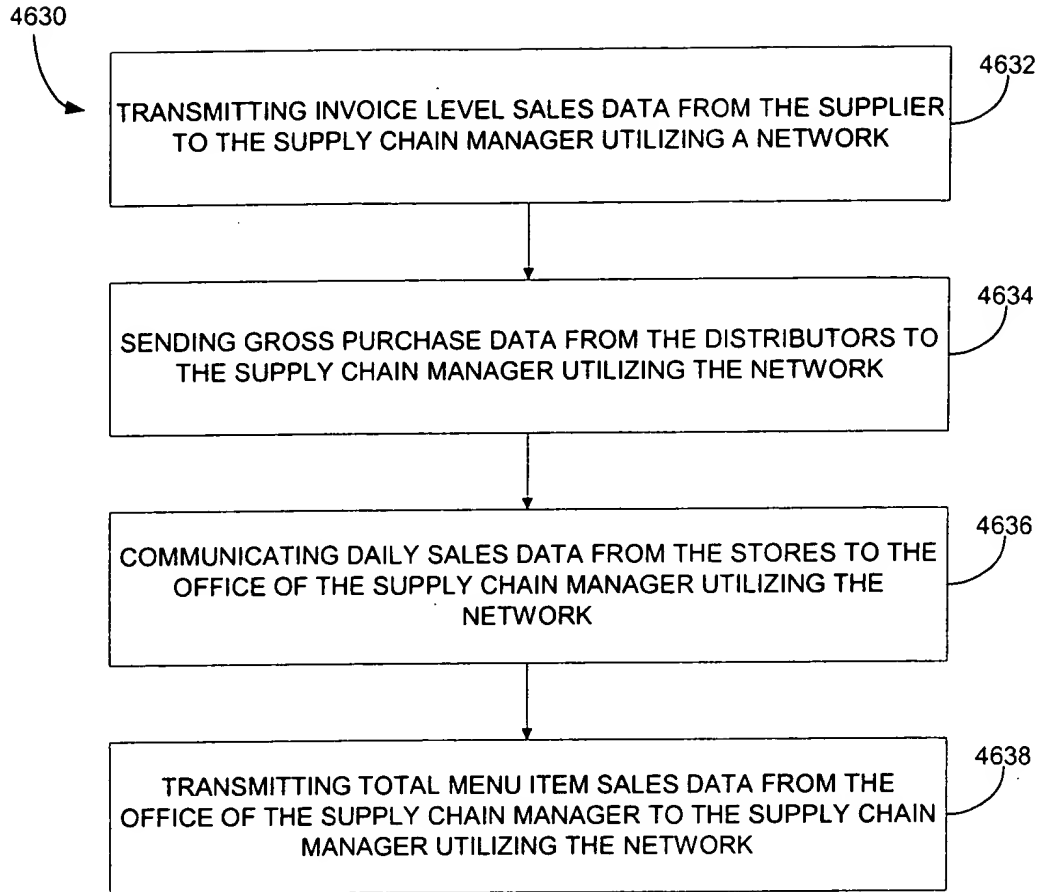


FIG. 46

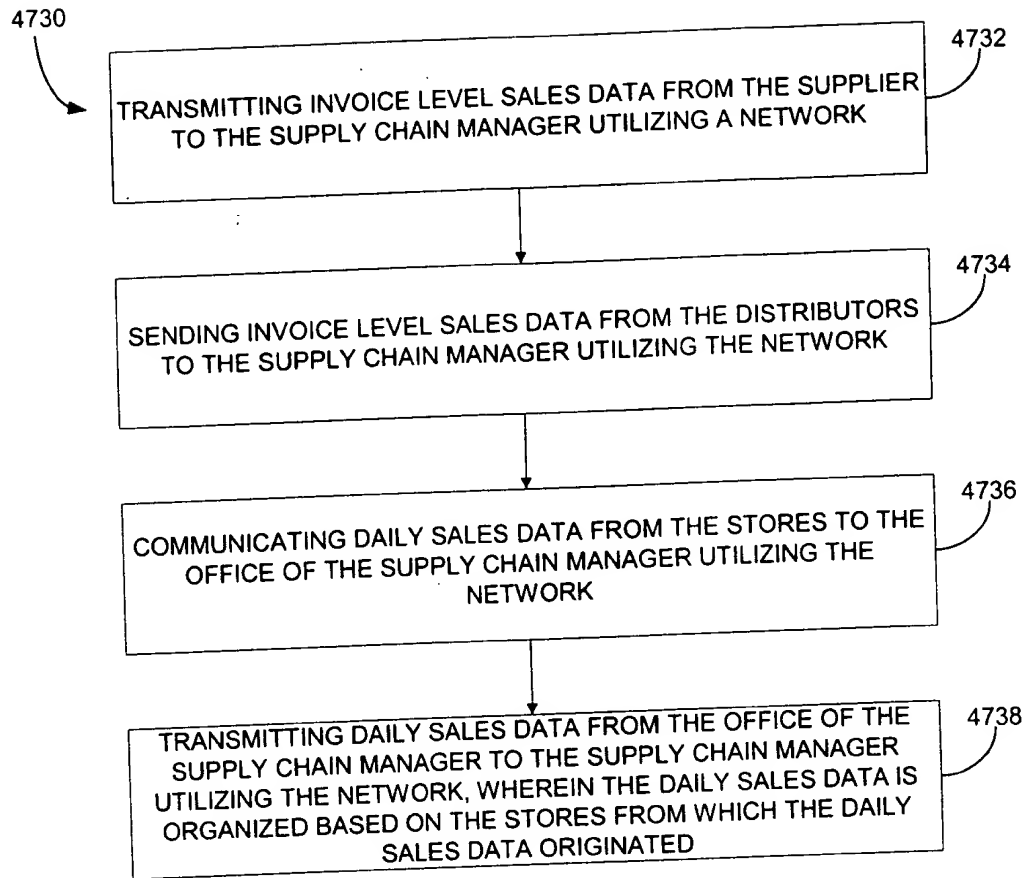


FIG. 47

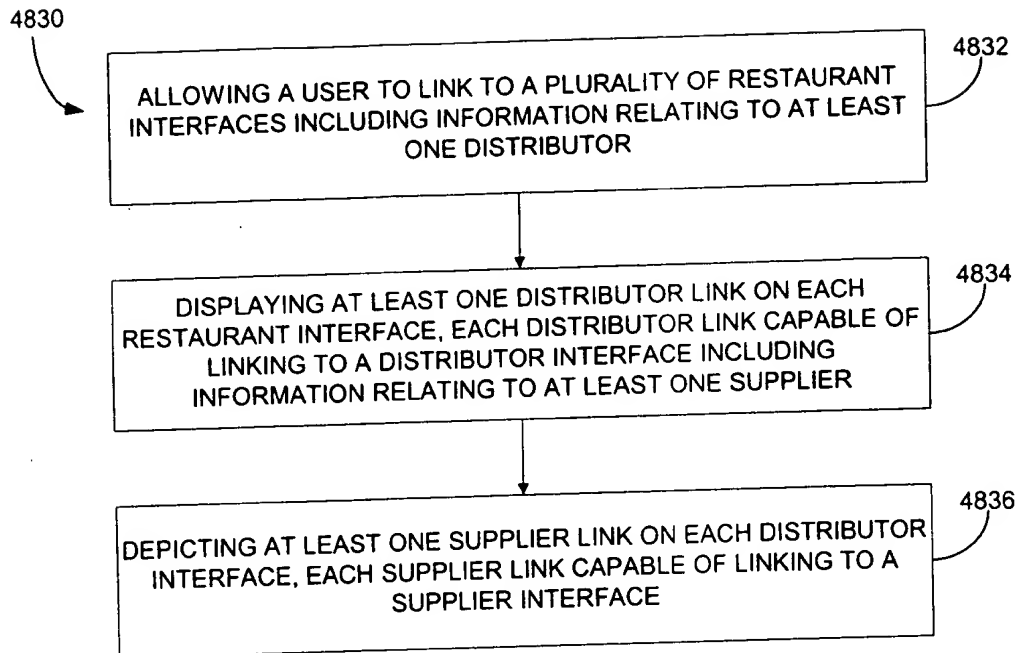


FIG. 48

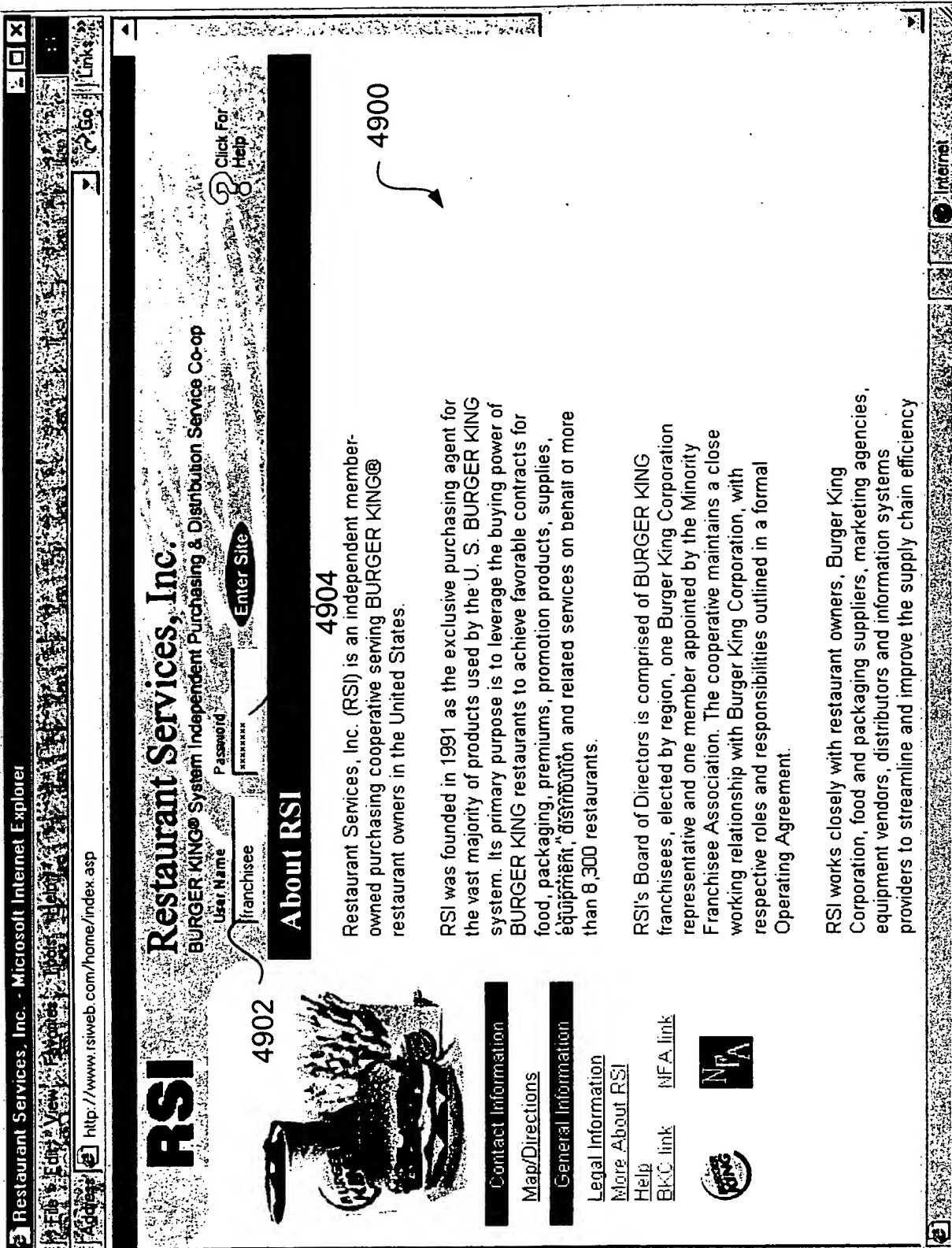


FIG. 49

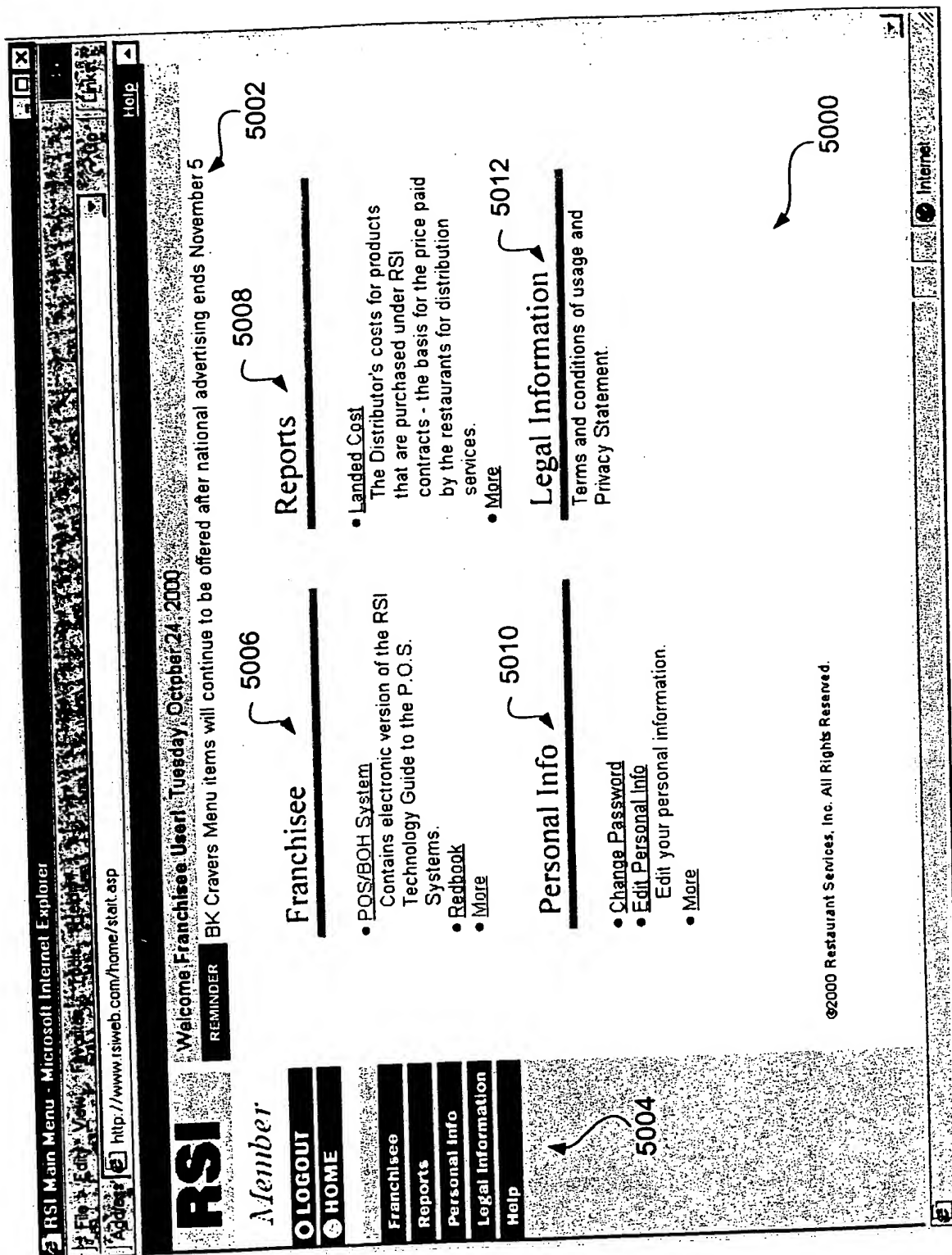


FIG. 50

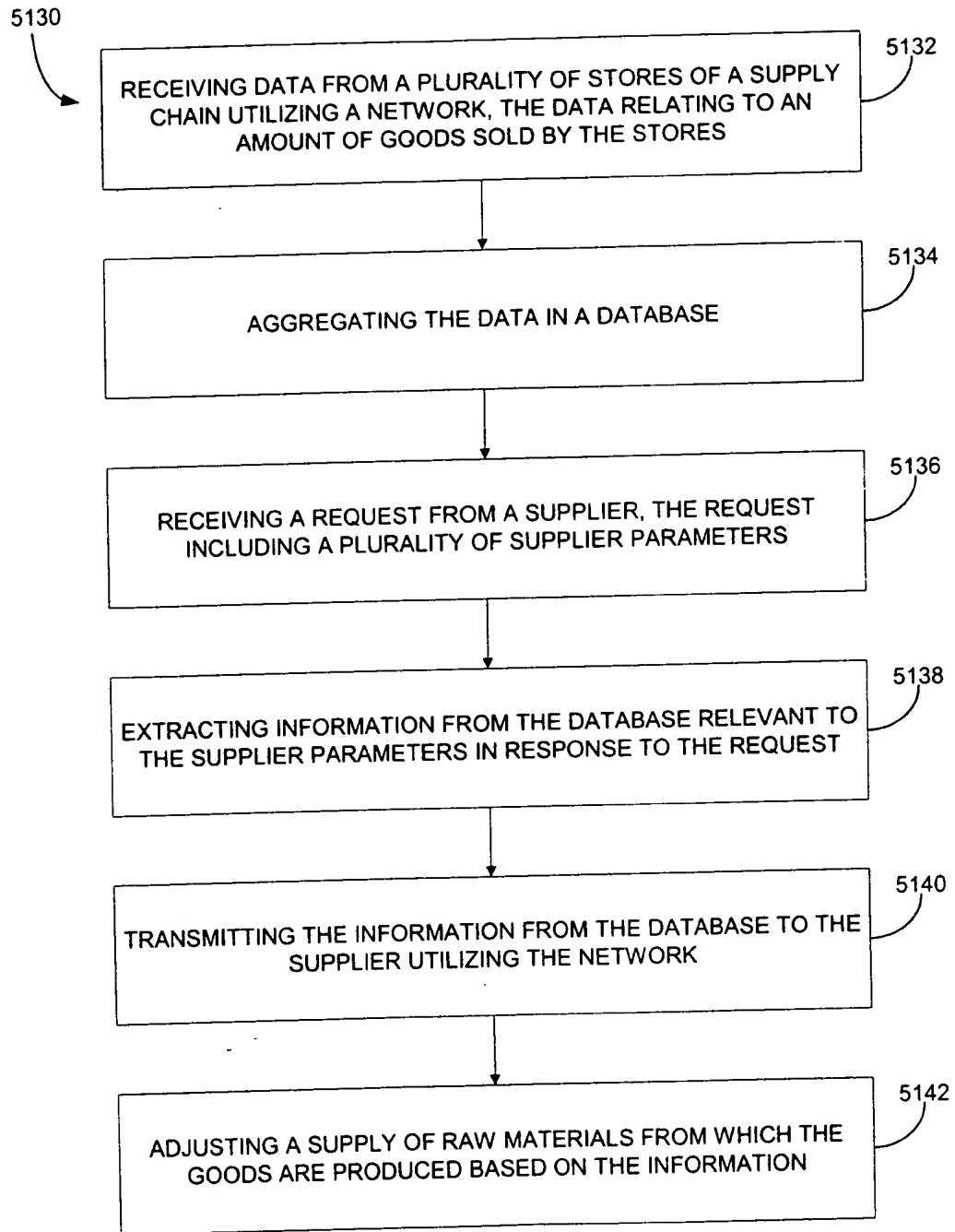


FIG. 51

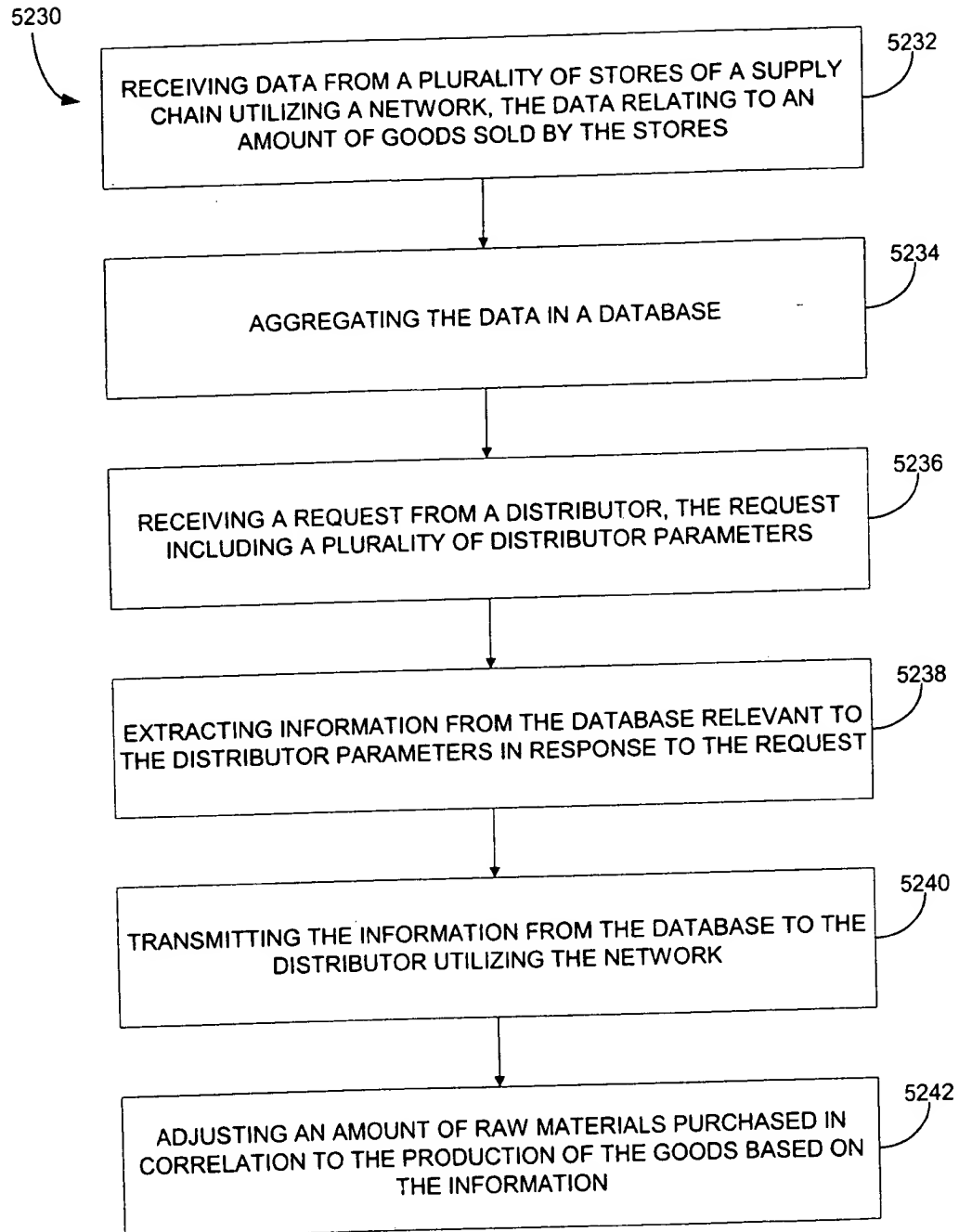


FIG. 52

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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[illegible]

RSI

Distributor

LOGOUT
HOME

Reports
Personal Info
Legal Information
Help

REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

Printer Friendly Version

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| Local Promotion Option | ADI | Start Date | Projected Day Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|--------------------------------|-----|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup | | | | | | |
| Chicago, IL | | 6/1/00 | 85 | 99 | 8 | |
| Davenport-Rt-Moline, IA | | 6/1/00 | 85 | 32 | 17 | |
| Des Moines-Ames, IA | | 7/1/00 | 85 | 17 | 28 | |
| Omaha, NE | | 7/1/00 | 85 | 17 | 50 | |
| Peoria, IL | | 8/1/00 | 85 | 99 | 17 | |
| Sioux City, IA | | 8/25/00 | 85 | 99 | 10 | |
| Springfield-Decatur-Chmpg, IL | | 8/1/00 | 85 | 99 | 1 | |
| 32 oz. Motor Cup Total | | | | | | |
| Big King | | | | | | |
| Cedar Rapids-Waterloo-Dubu, IA | | 4/15/00 | | 99 | 19 | |
| Davenport-Rt-Moline, IA | | 4/15/00 | | 99 | 17 | |
| Ottumwa-Kirksville, IA | | 4/15/00 | | 99 | 3 | |
| Big King Total | | | | | | |
| Pancake Minis | | | | | | |
| Chicago, IL | | 5/15/00 | 20 | 99 | 8 | |
| Peoria, IL | | 5/1/00 | 20 | 99 | 17 | |
| Sioux City, IA | | 4/15/00 | 20 | 99 | 10 | |
| Pancake Minis Total | | | | | | |
| | | | | | | |

Dane

Internet

FIG. 54

62

Supplier

Q LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

Supplier: **TYSON FOODS**

Retrieve

Printer Friendly Version

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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[illegible]

☒ Done

FIG. 55

Address: http://www.rsiweb.com/fran/h_rplc.asp?report=true Help



Member

- LOGOUT
- HOME

- Franchisee
- Reports
- Personal Info
- Legal Information
- Help

Landed Cost Report

Restaurant Number: Date:

5600

Restaurant Landed Cost Verification Report

Printer Friendly Version
 Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
 Contact Number: 305-529-3409

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| DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340 | 4439 | REGISTER TAPE-THERMAL 2.20" X 105' | \$21.27 | \$1.57 | \$22.84 |
| 12860 | 3586 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 18086 | 358 | SAUCE-BULK-KRAFTBULL'EYE | \$24.48 | \$1.57 | \$26.05 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20768 | 67 | MUSTARD-BULK-30AL | \$6.45 | \$1.57 | \$8.02 |
| 20940 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 86 | SAUCE-BULK-MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24600 | 4270 | WATER-ICE MOUNTAIN 5L | \$6.41 | \$1.57 | \$7.98 |

Date

Internet

FIG. 56

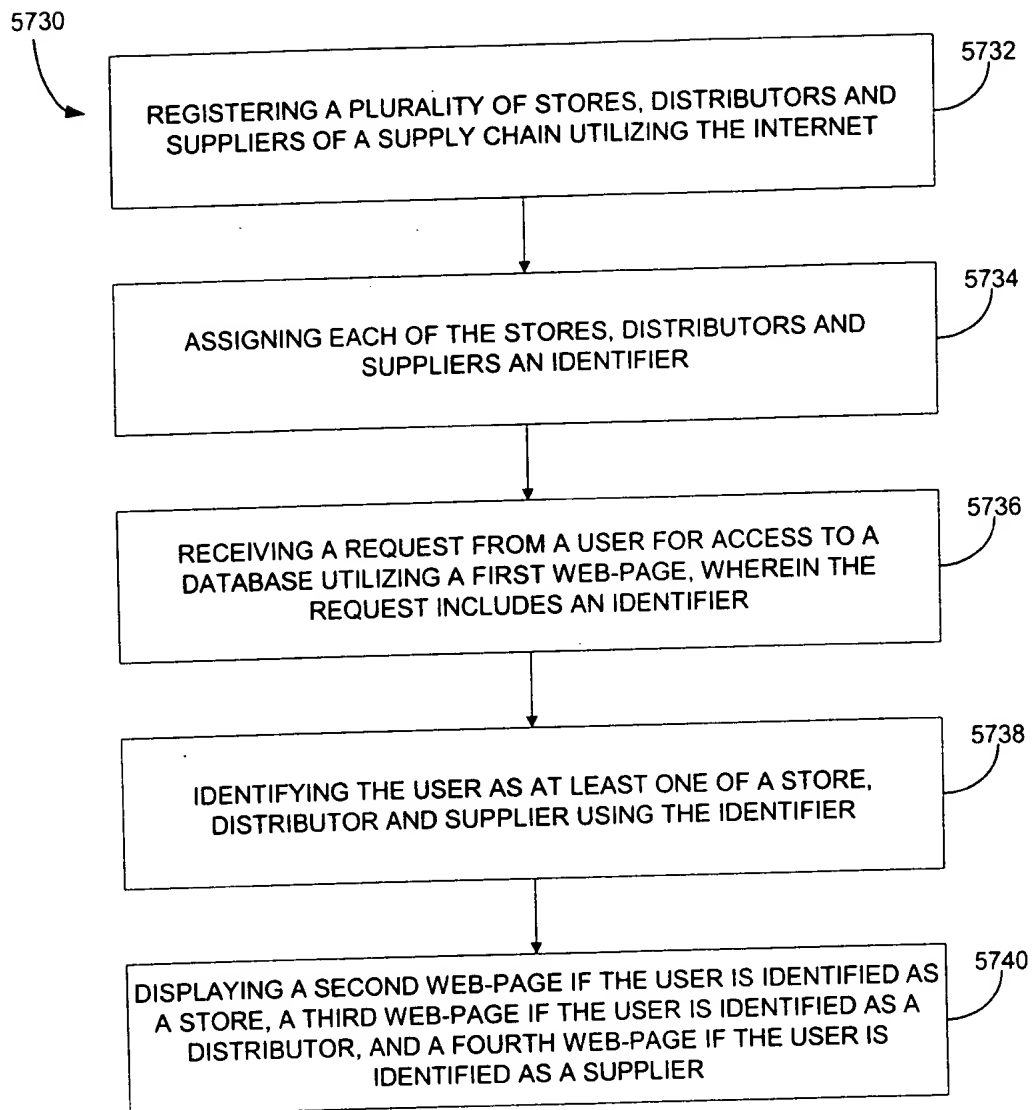


FIG. 57

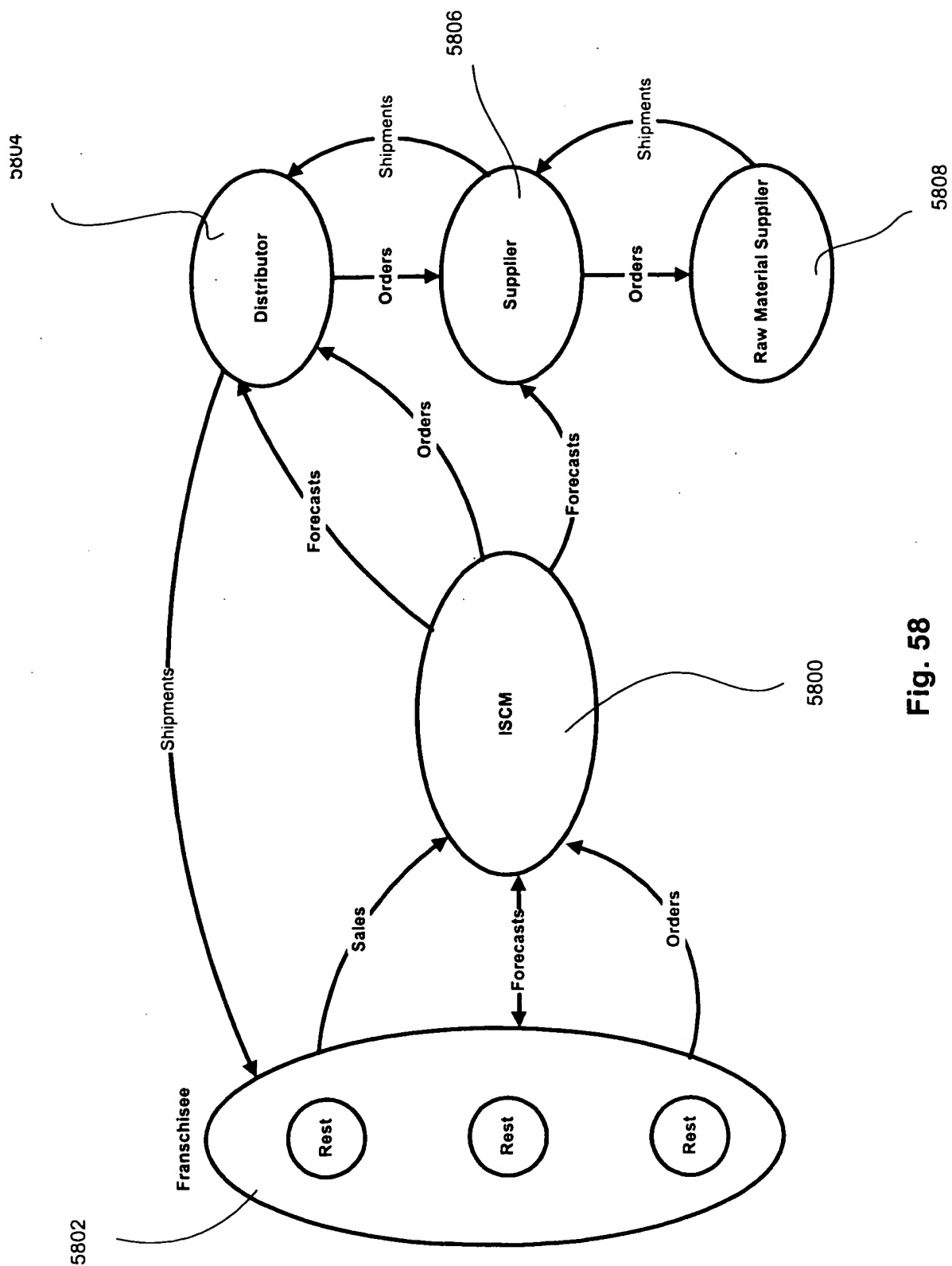


Fig. 58

FIG. 59

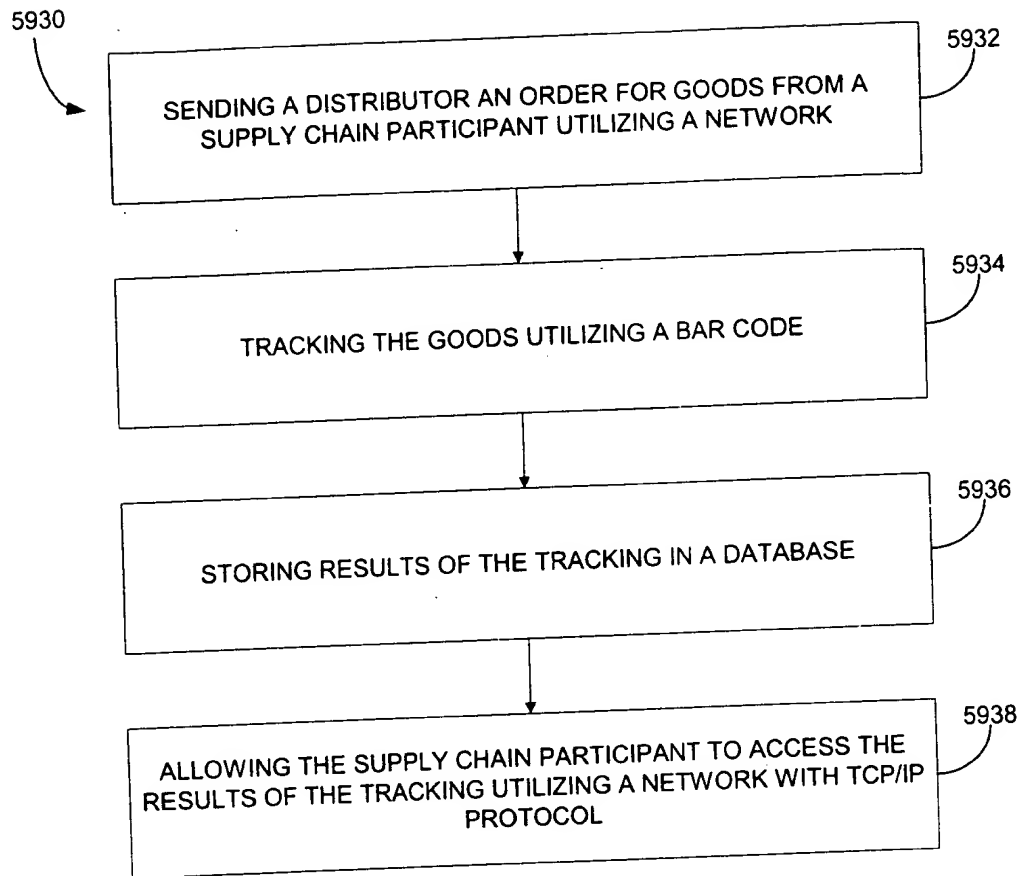


FIG. 59

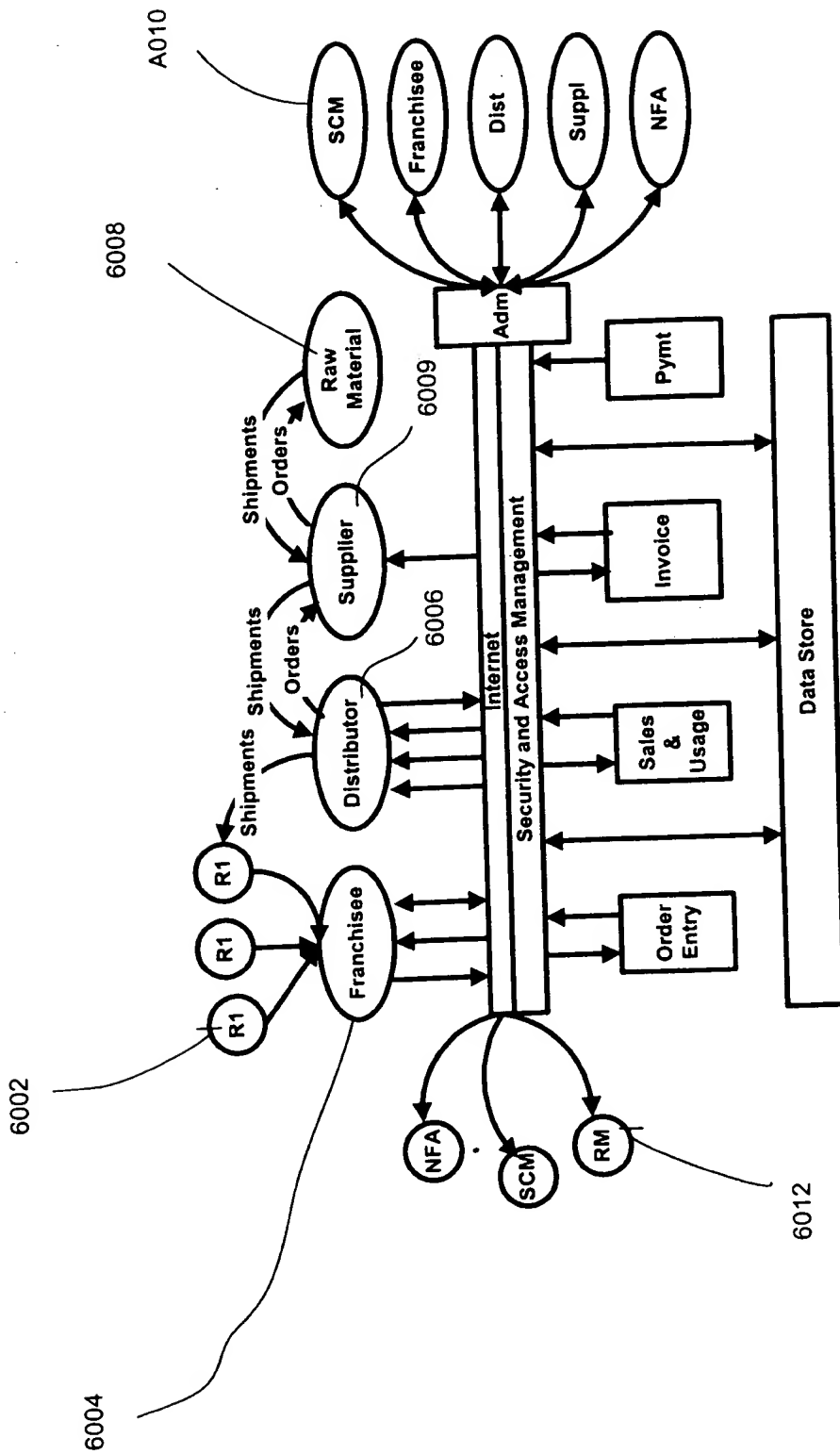


Fig. 60

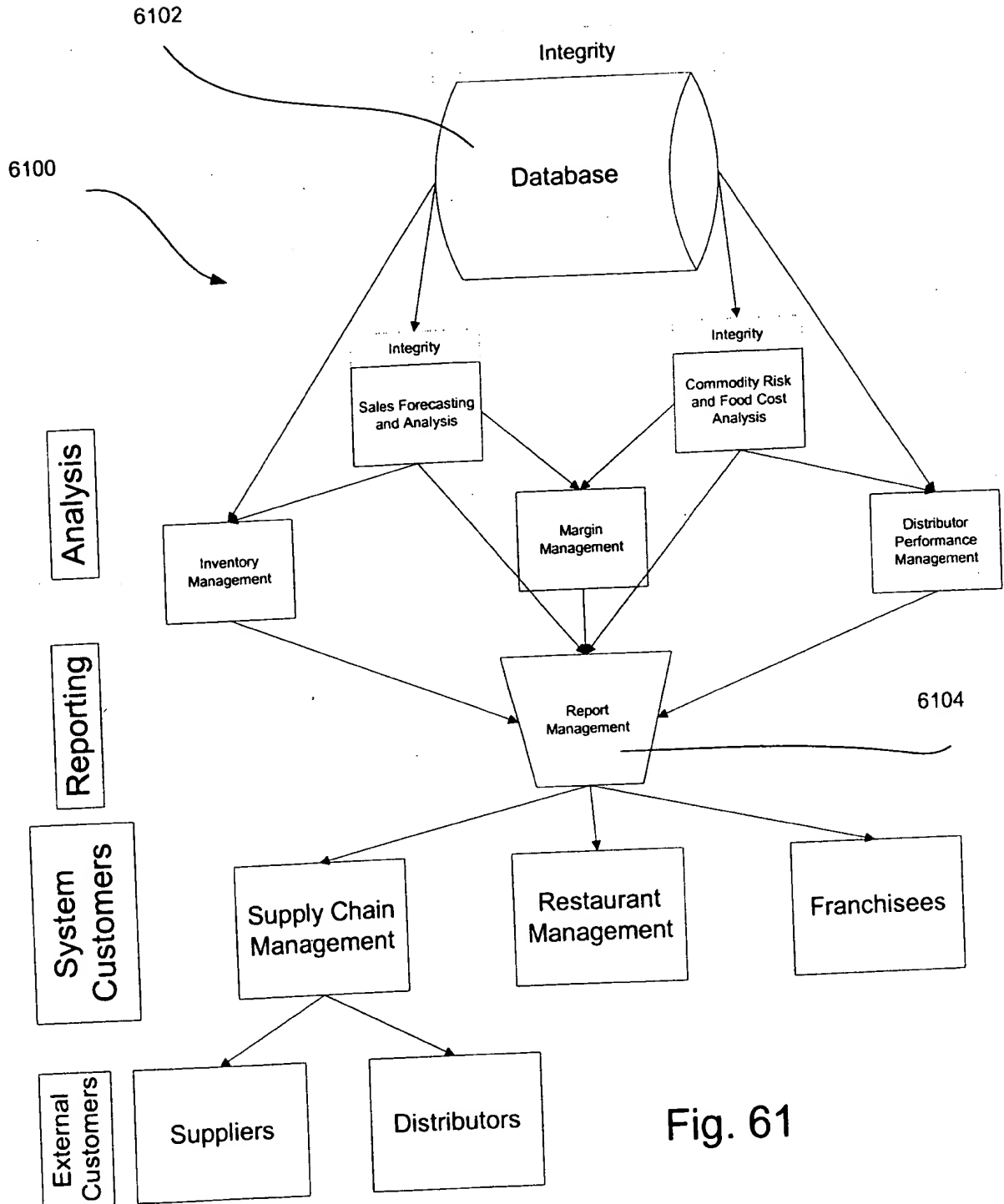


Fig. 61

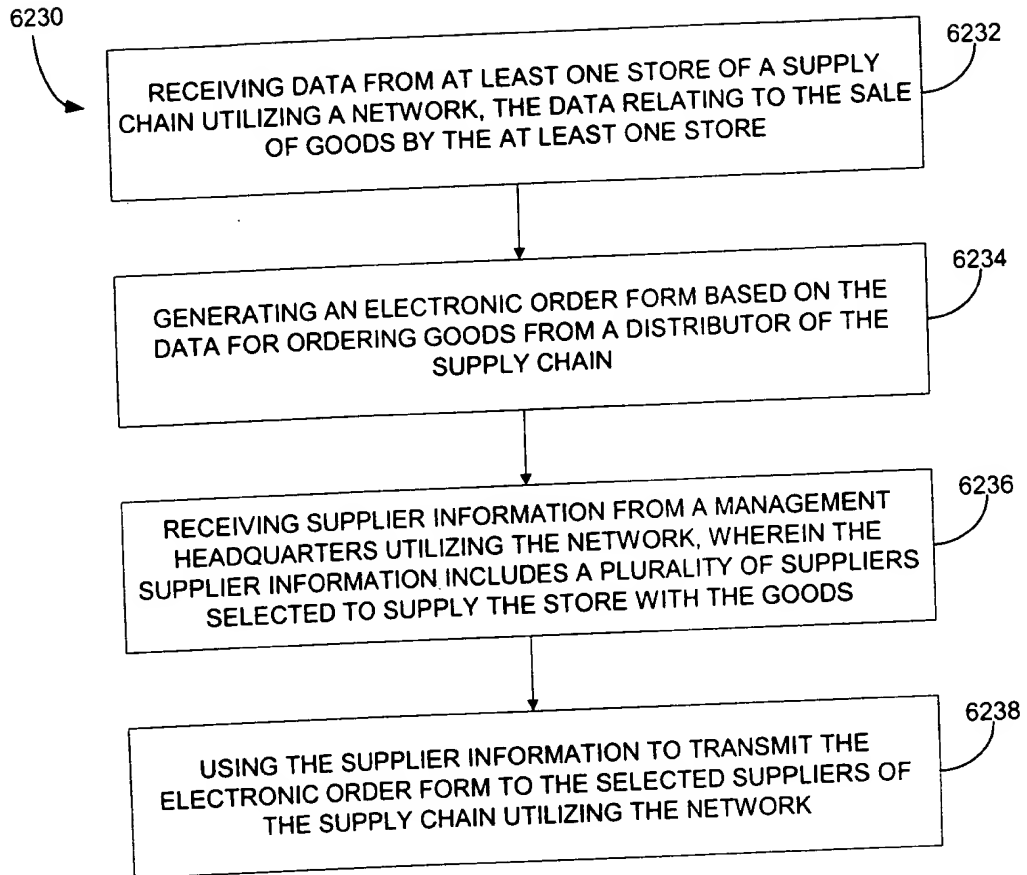


FIG. 62

FIG. 63

6300

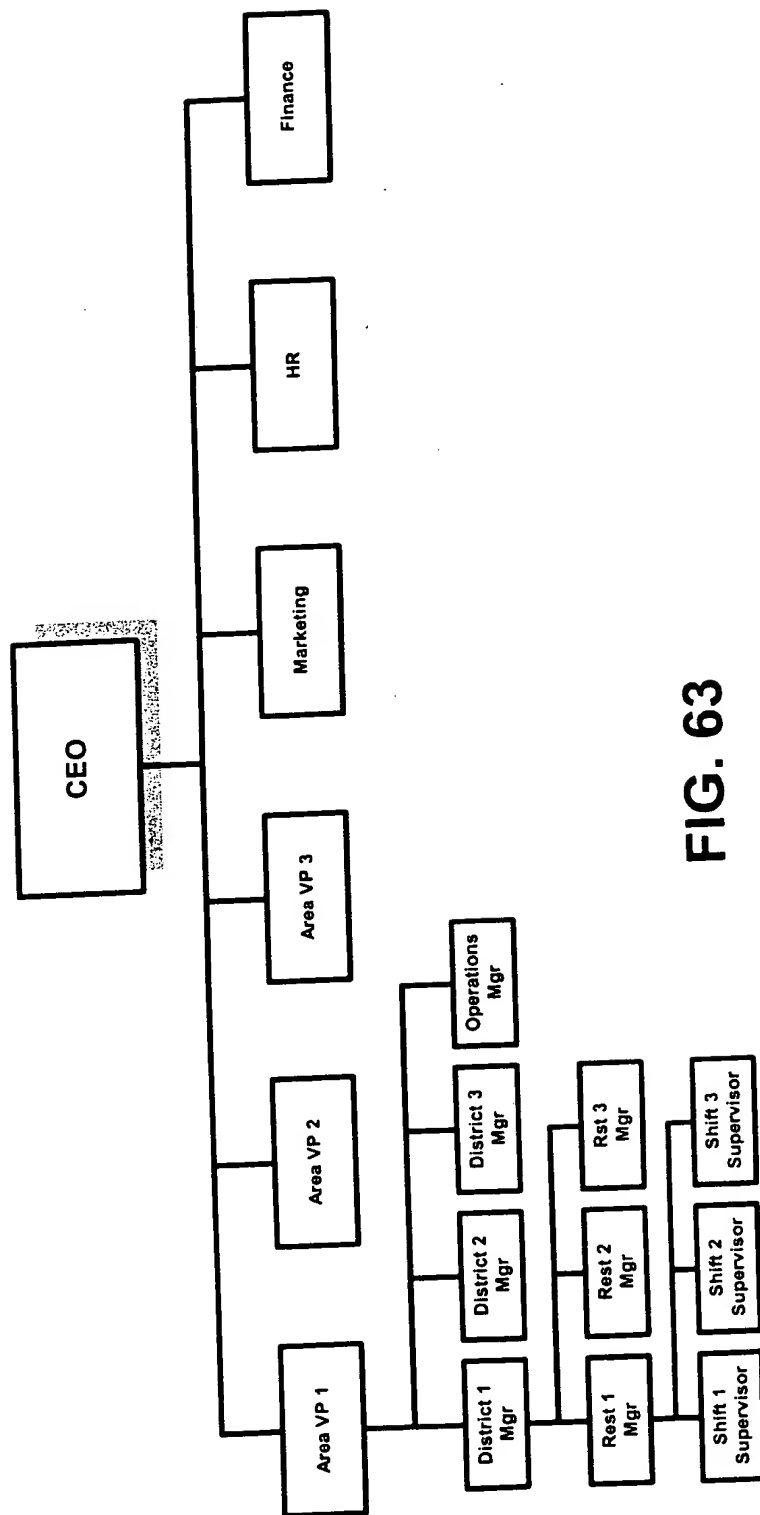


FIG. 63

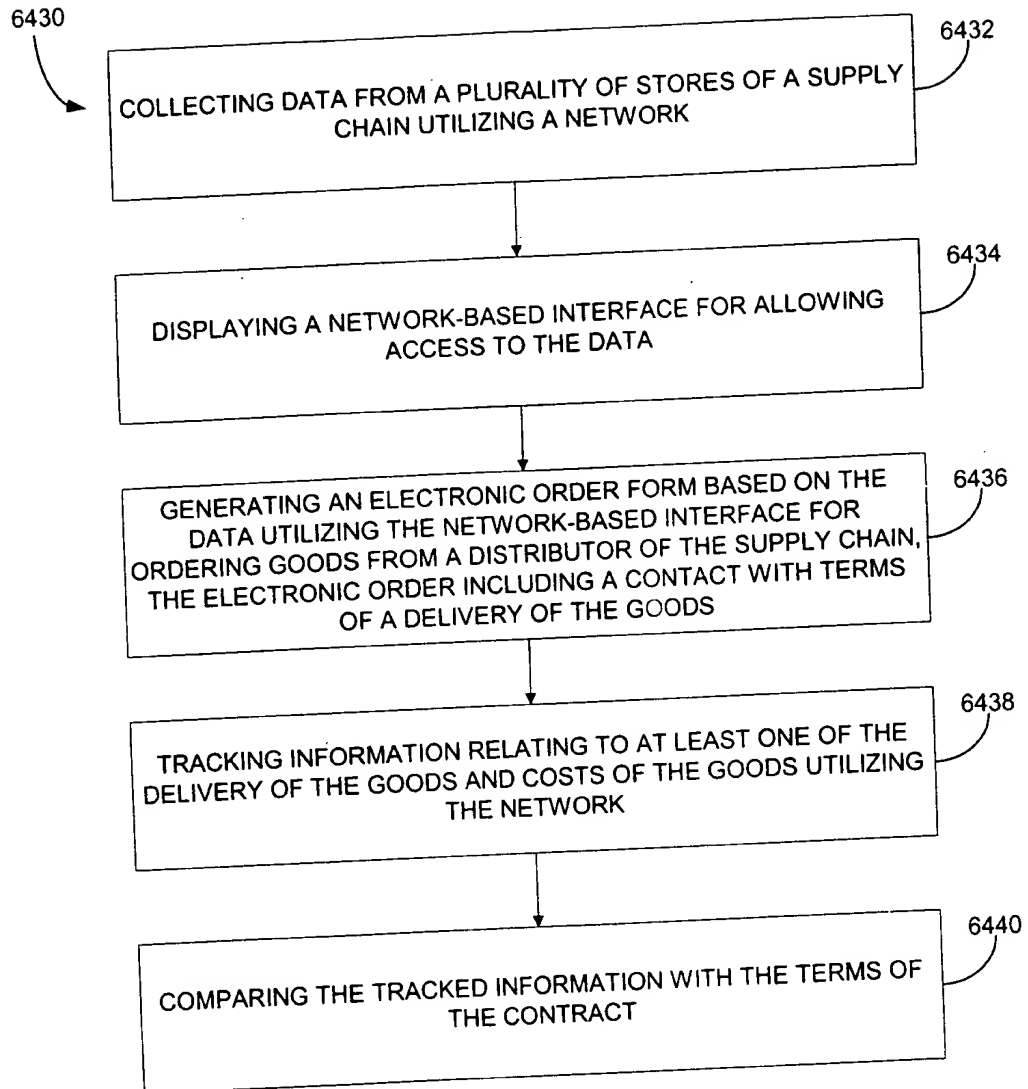


FIG. 64

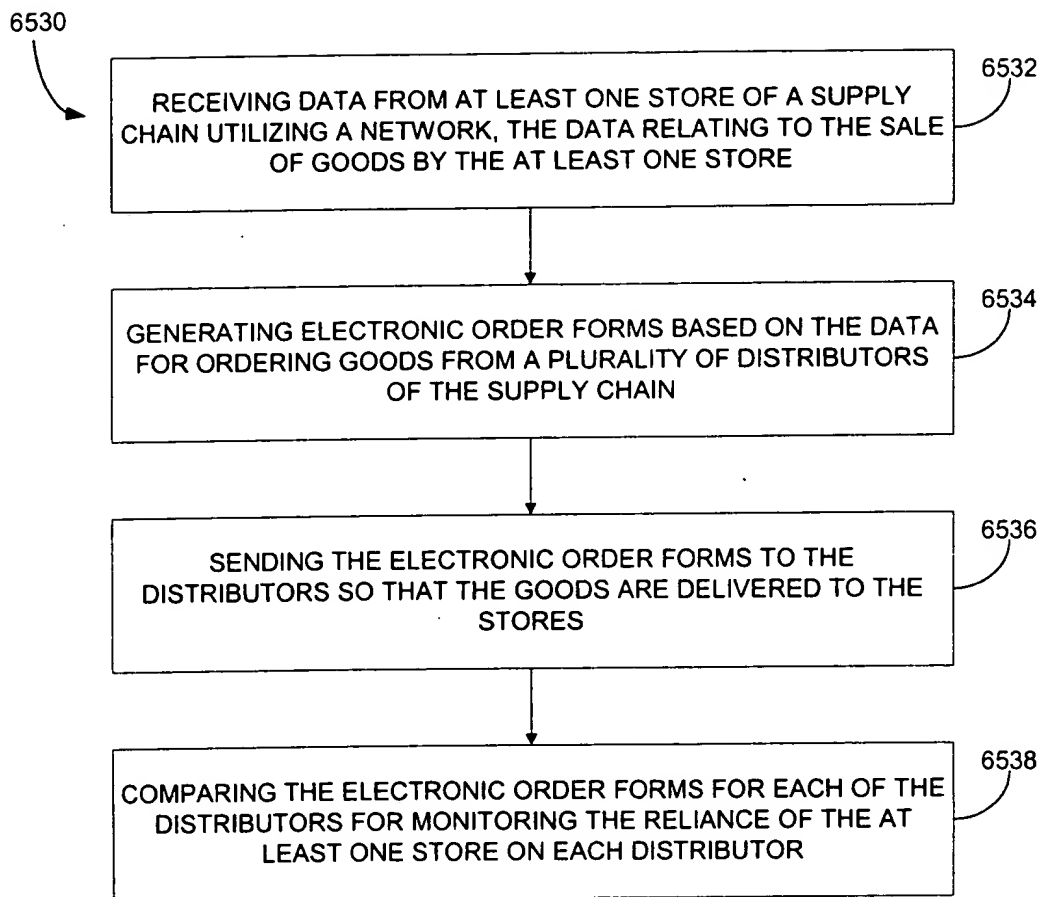


FIG. 65

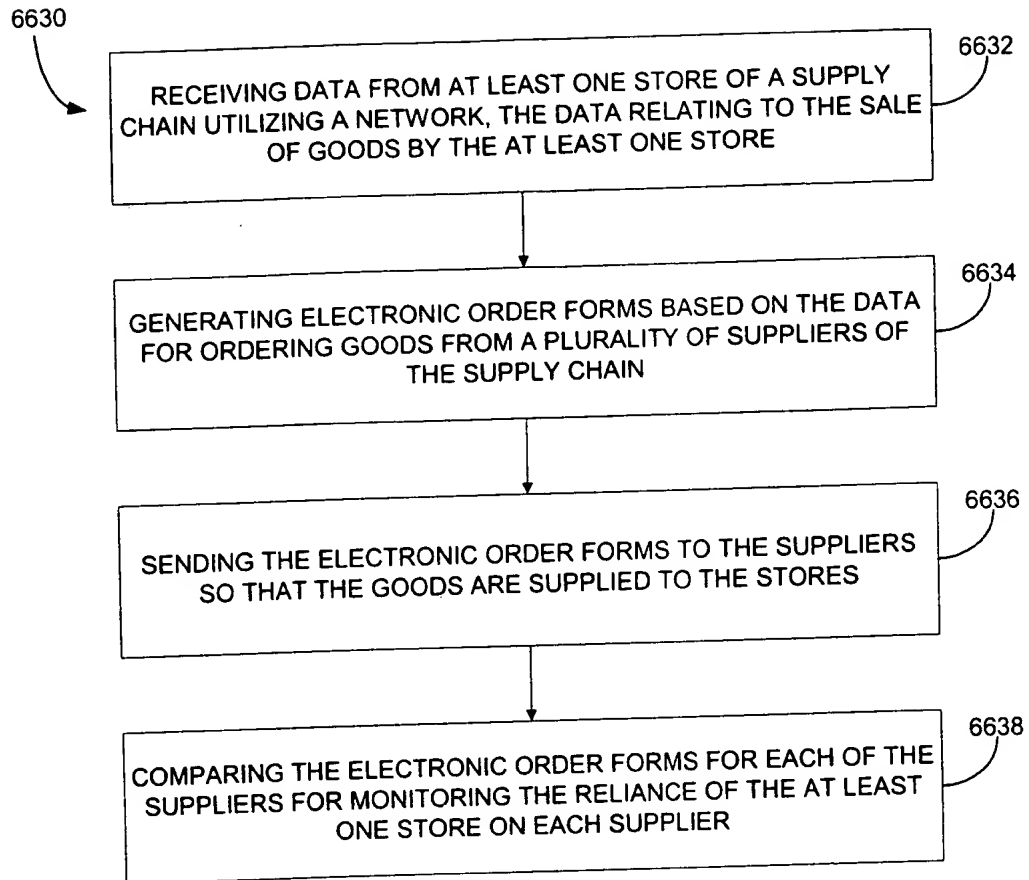


FIG. 66

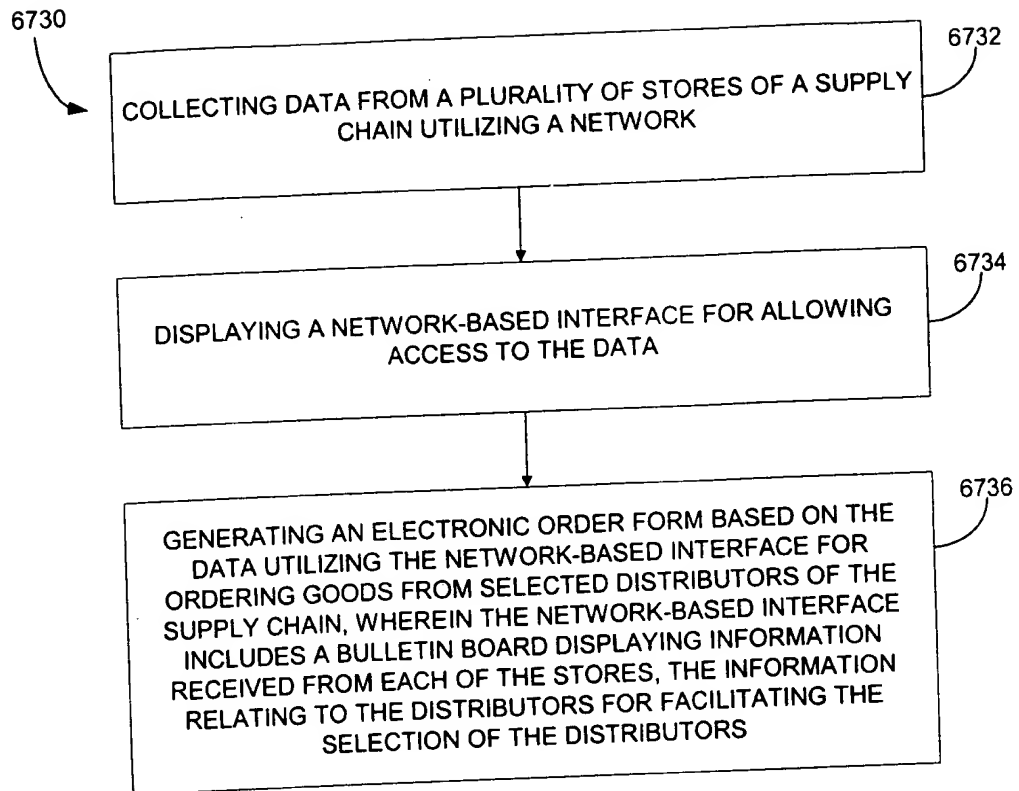


FIG. 67

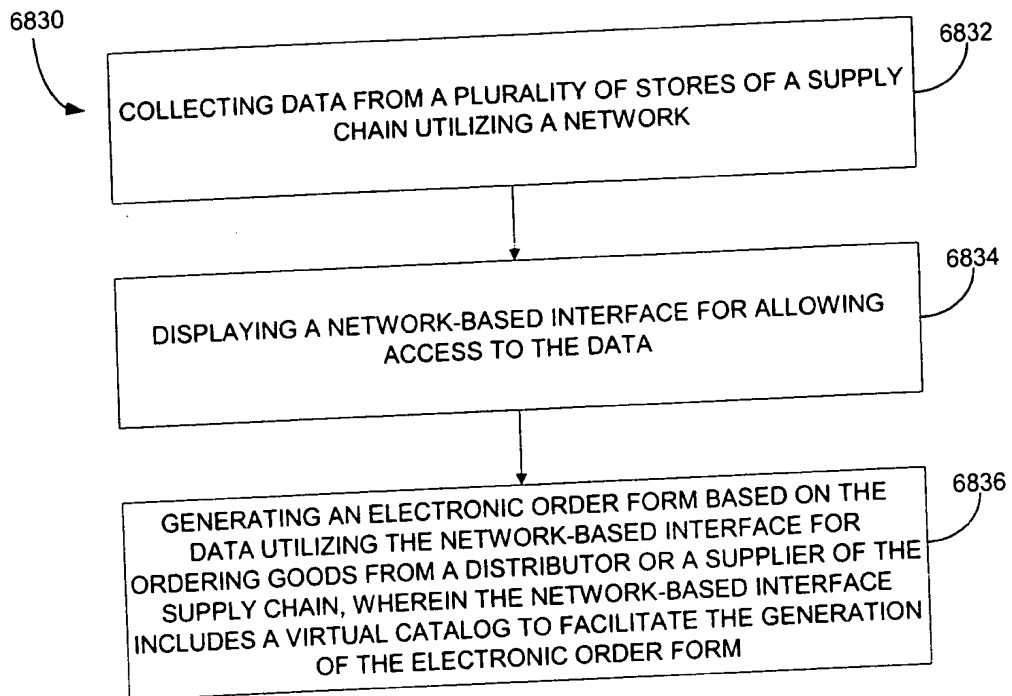


FIG. 68

FIG. 69

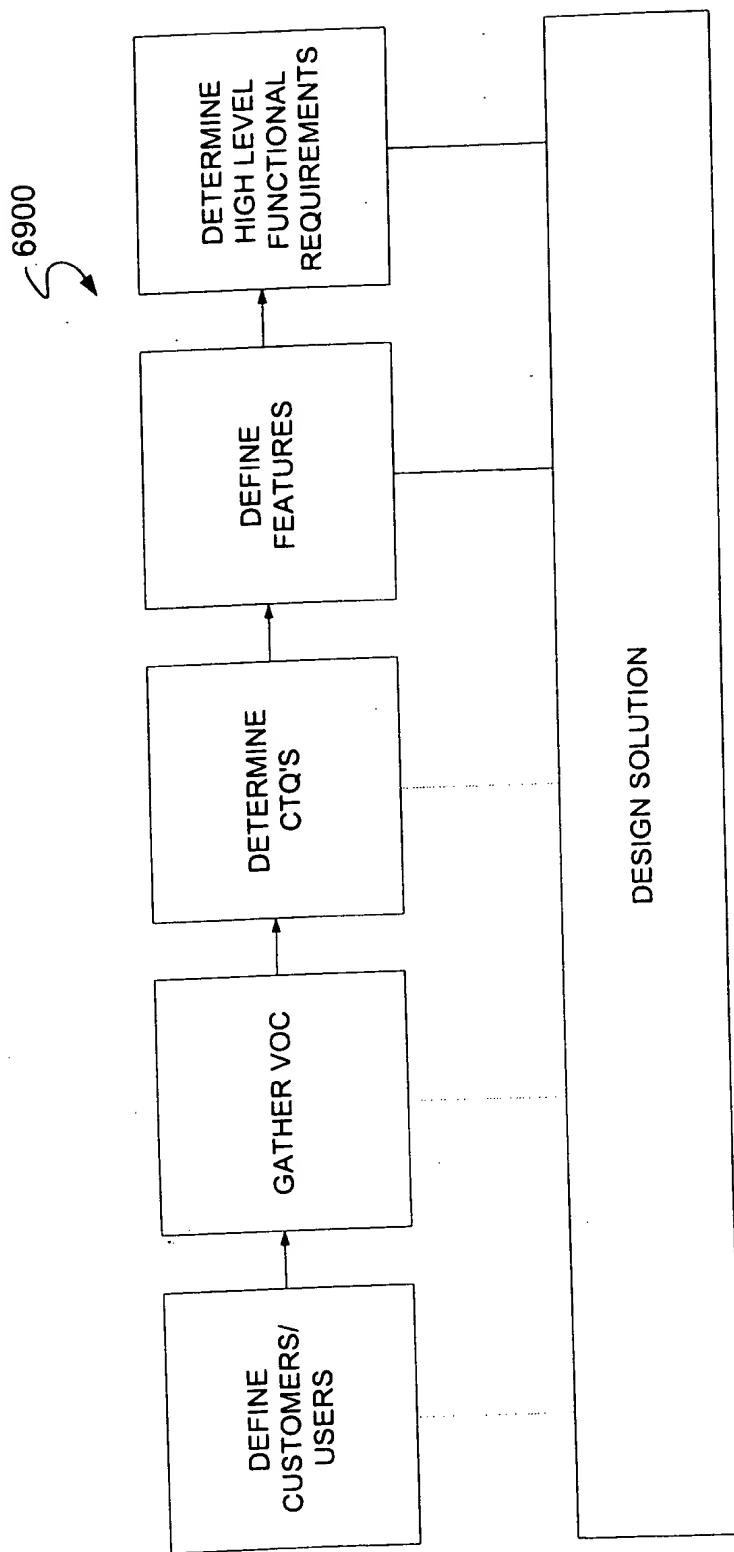


FIG. 69

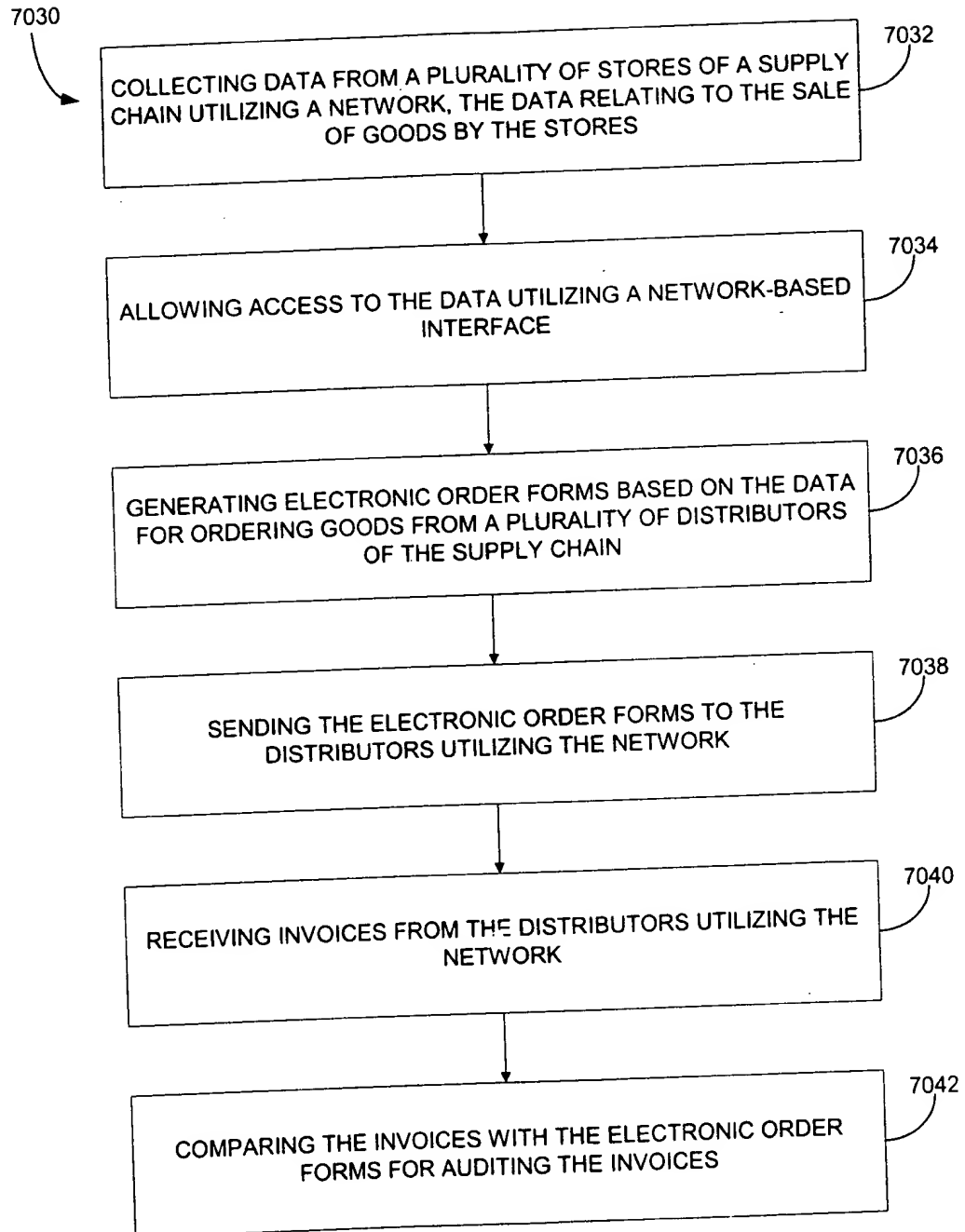


FIG. 70

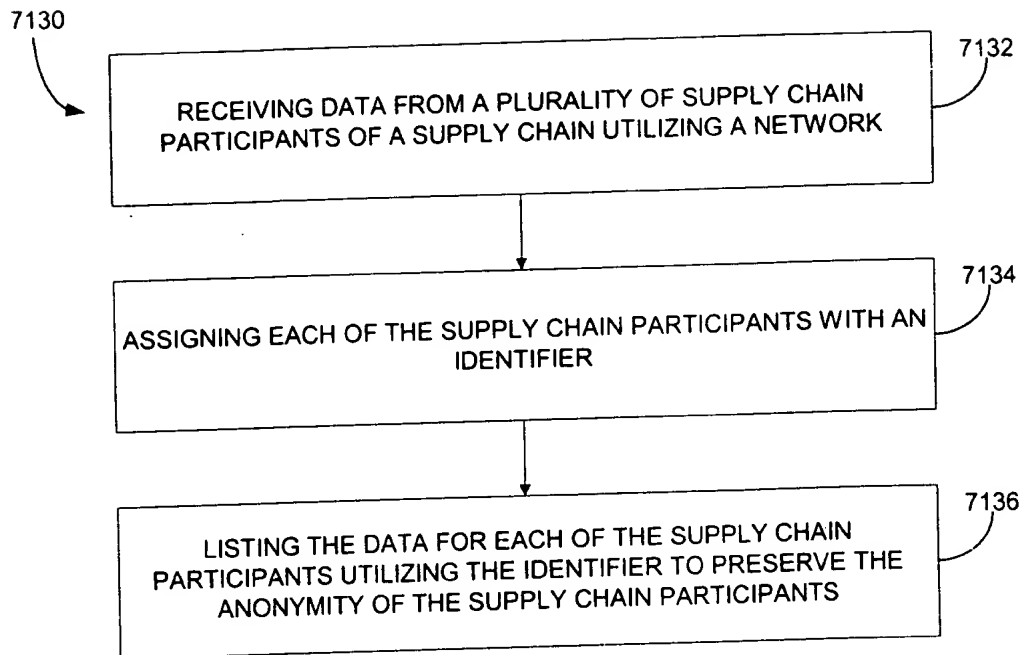


FIG. 71

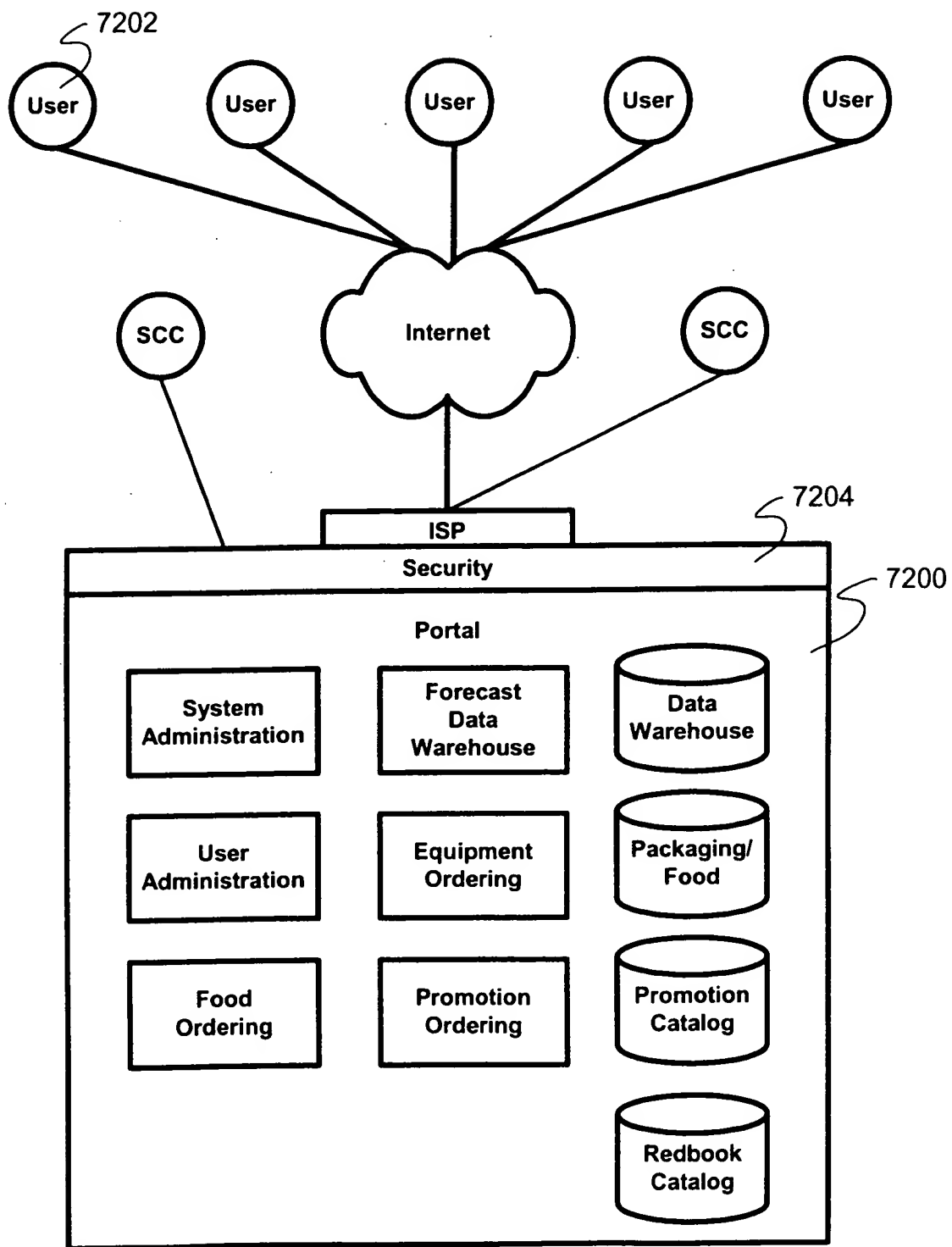


FIG. 72

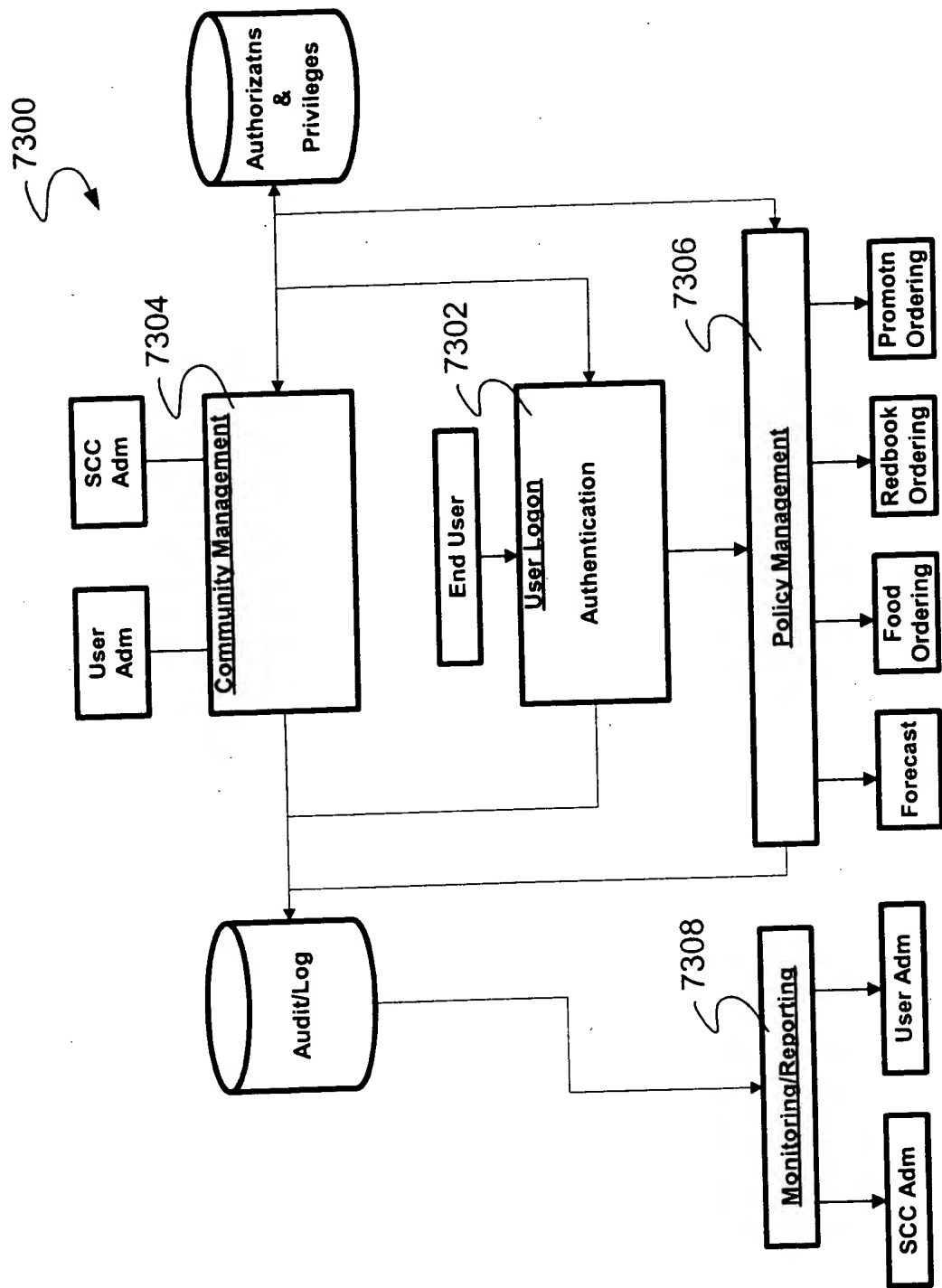


FIG. 73

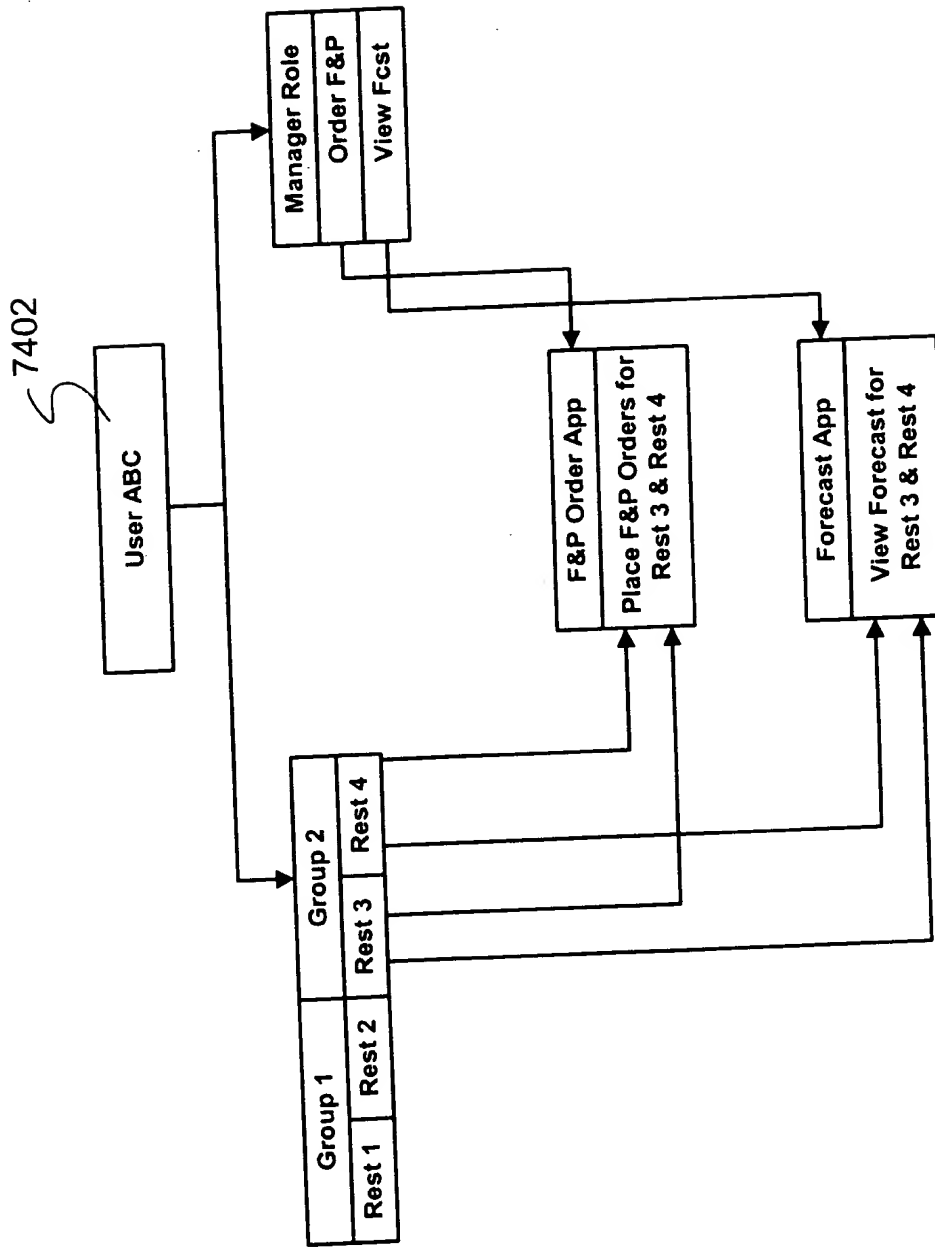


FIG. 74

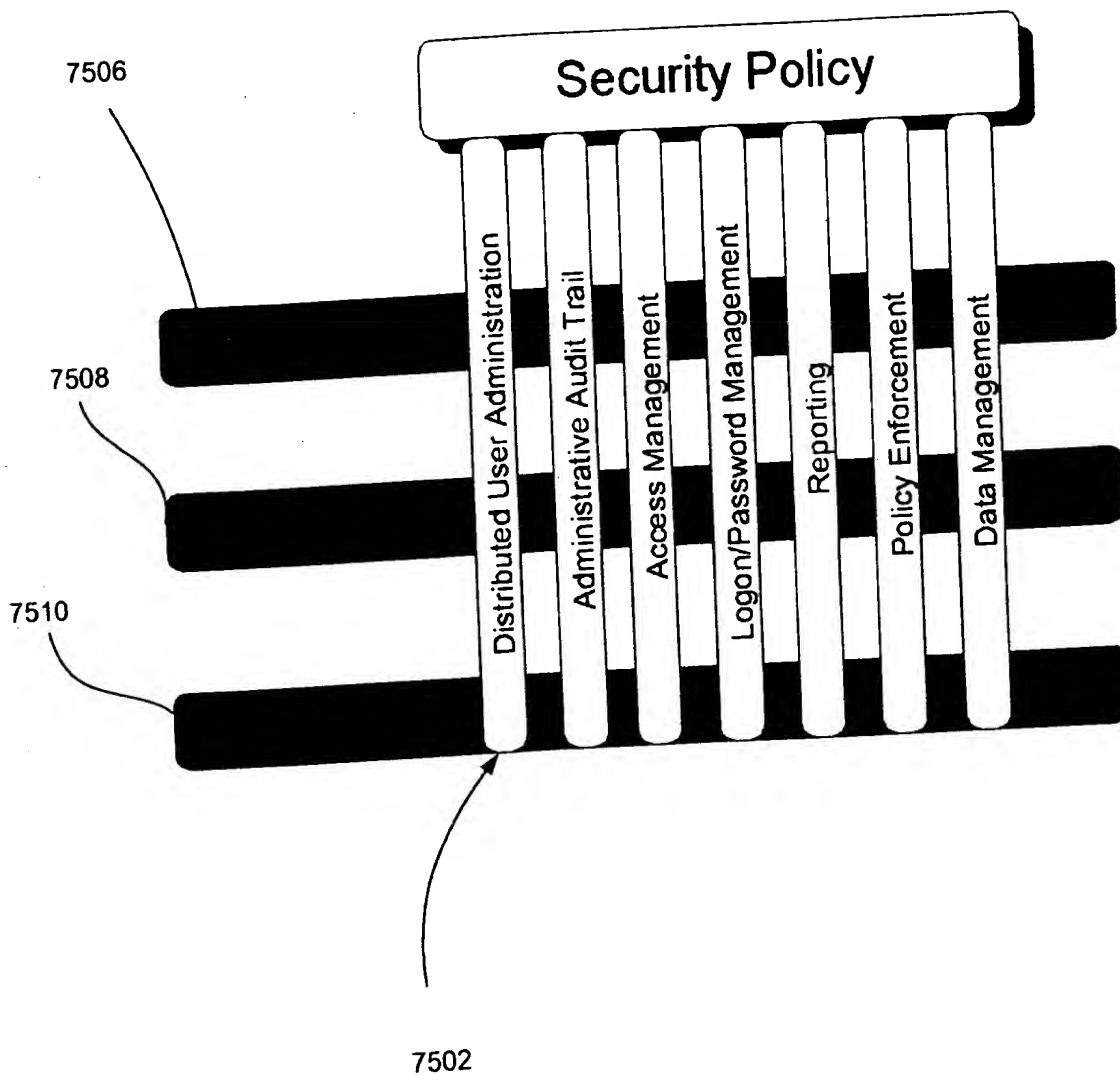


Fig. 75

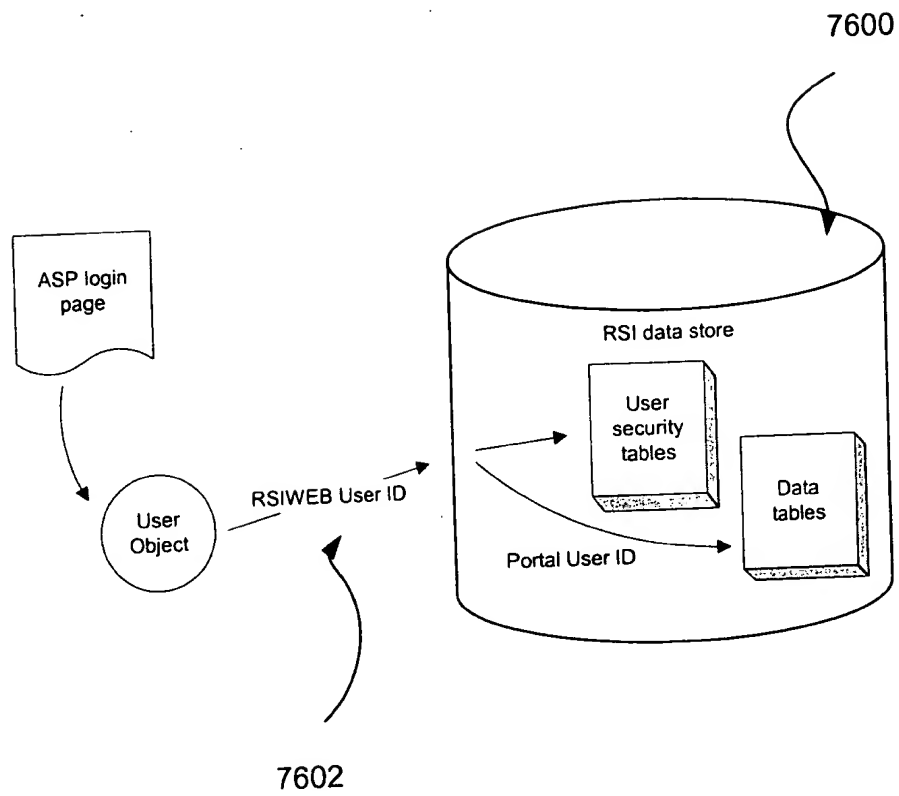


Fig. 76

7700 7702 7704

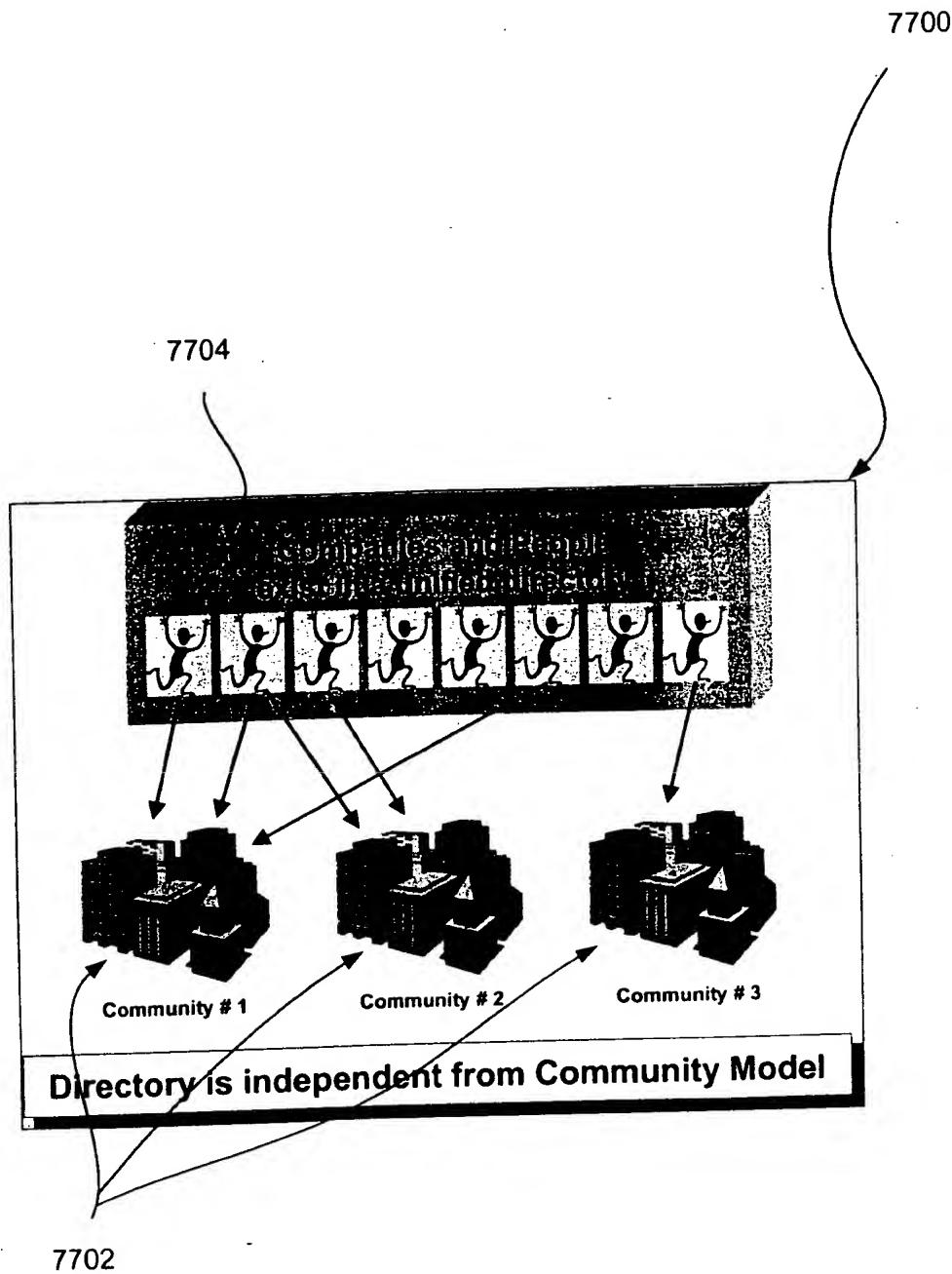


Fig. 77

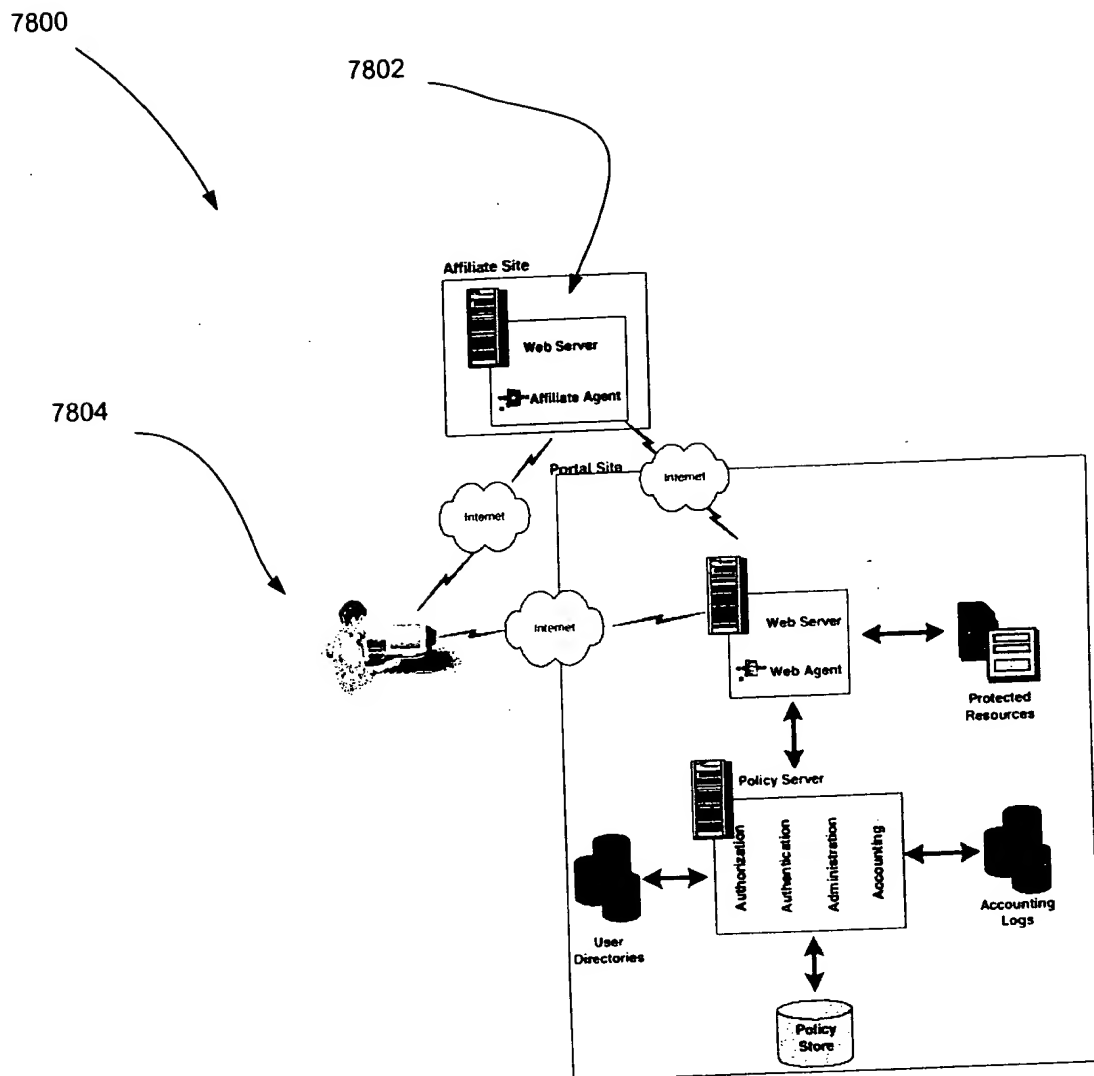


Fig. 78

7900

7902

Policy-Based Web Security Model

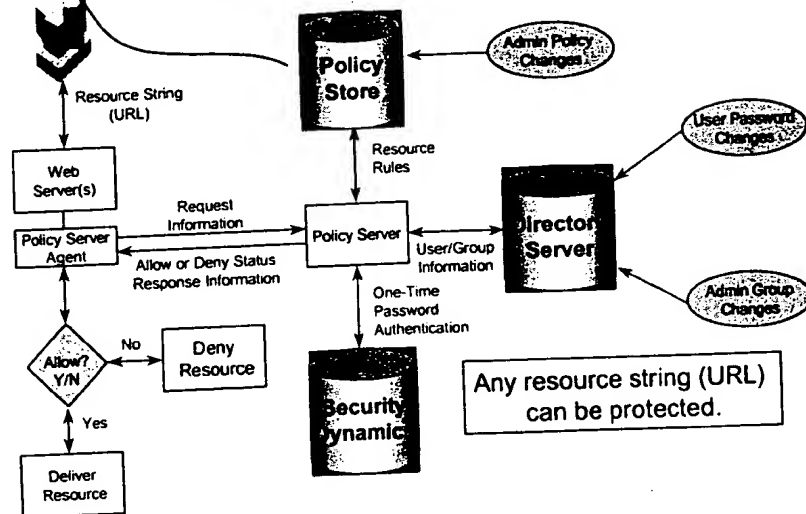


Fig. 79

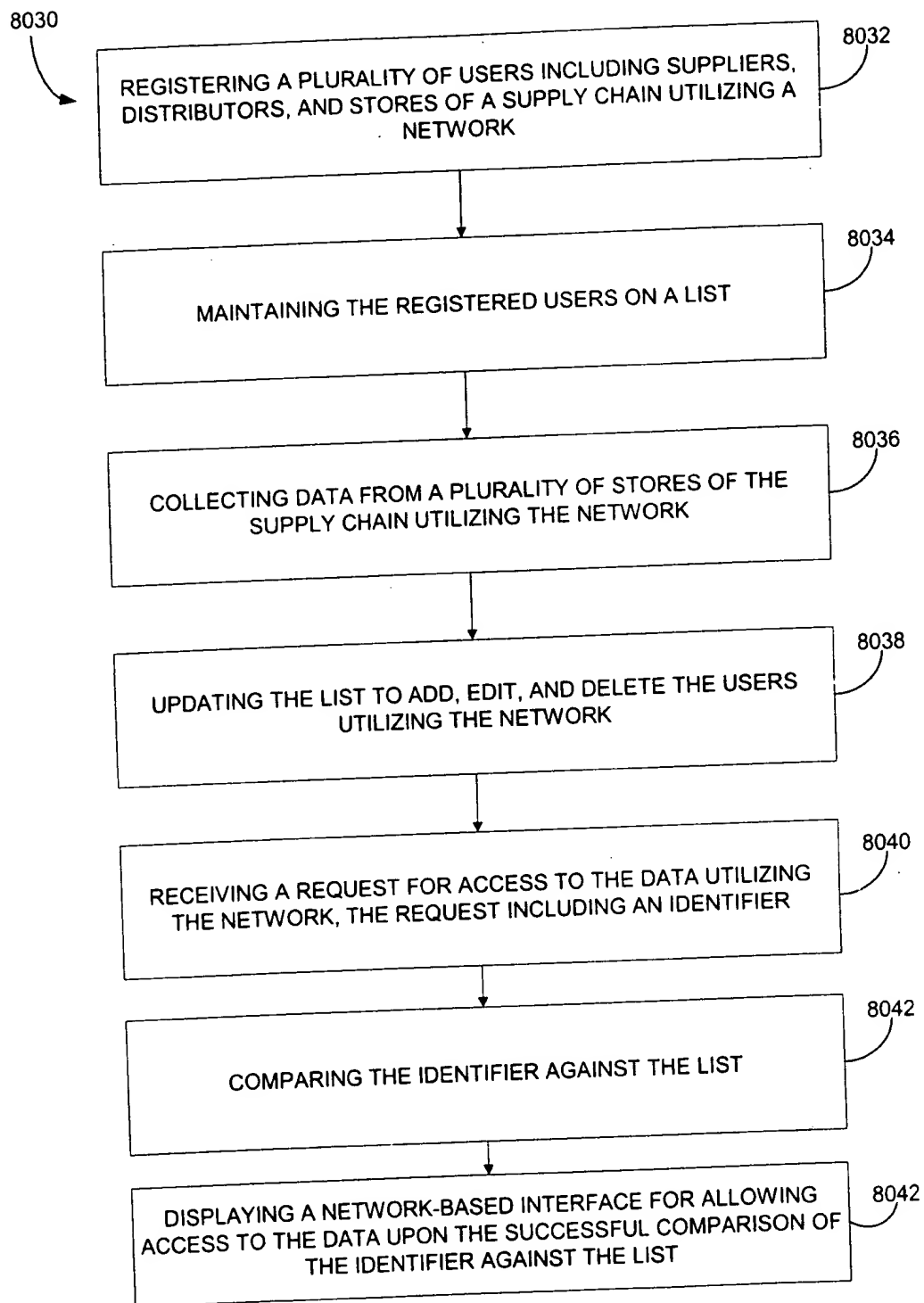


FIG. 80

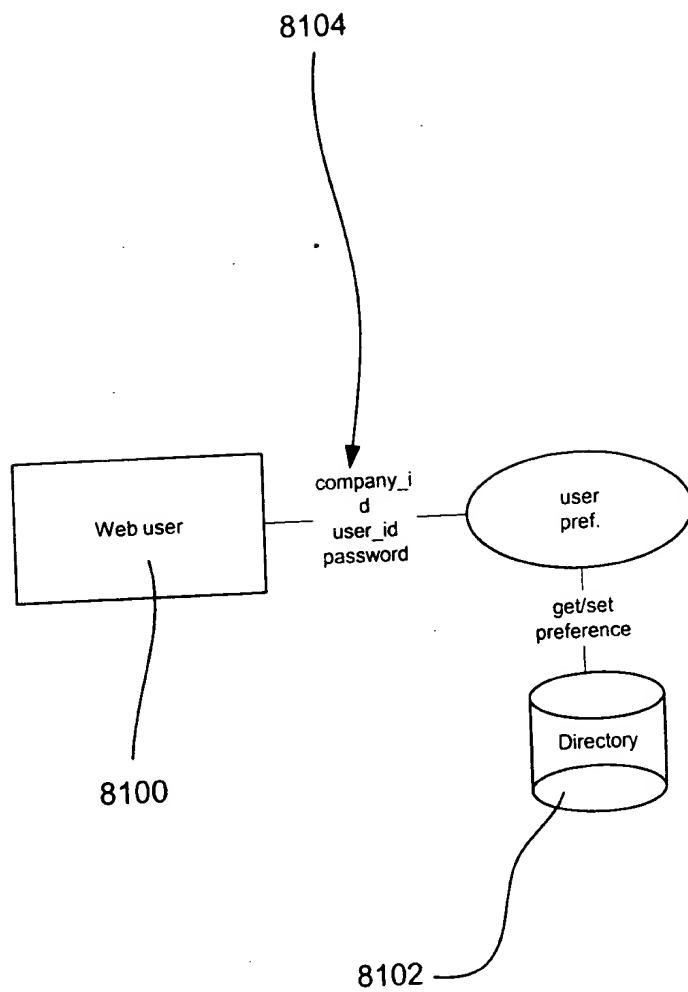


Fig. 81

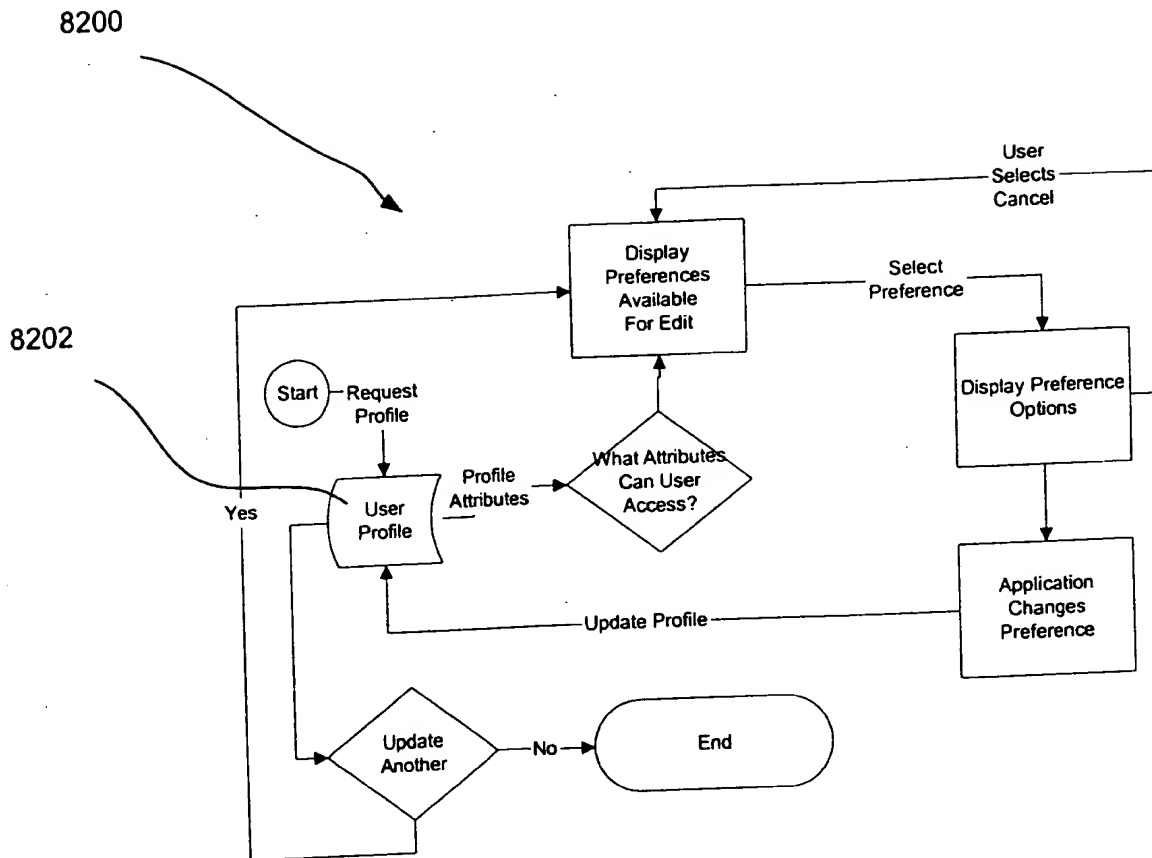


Fig. 82

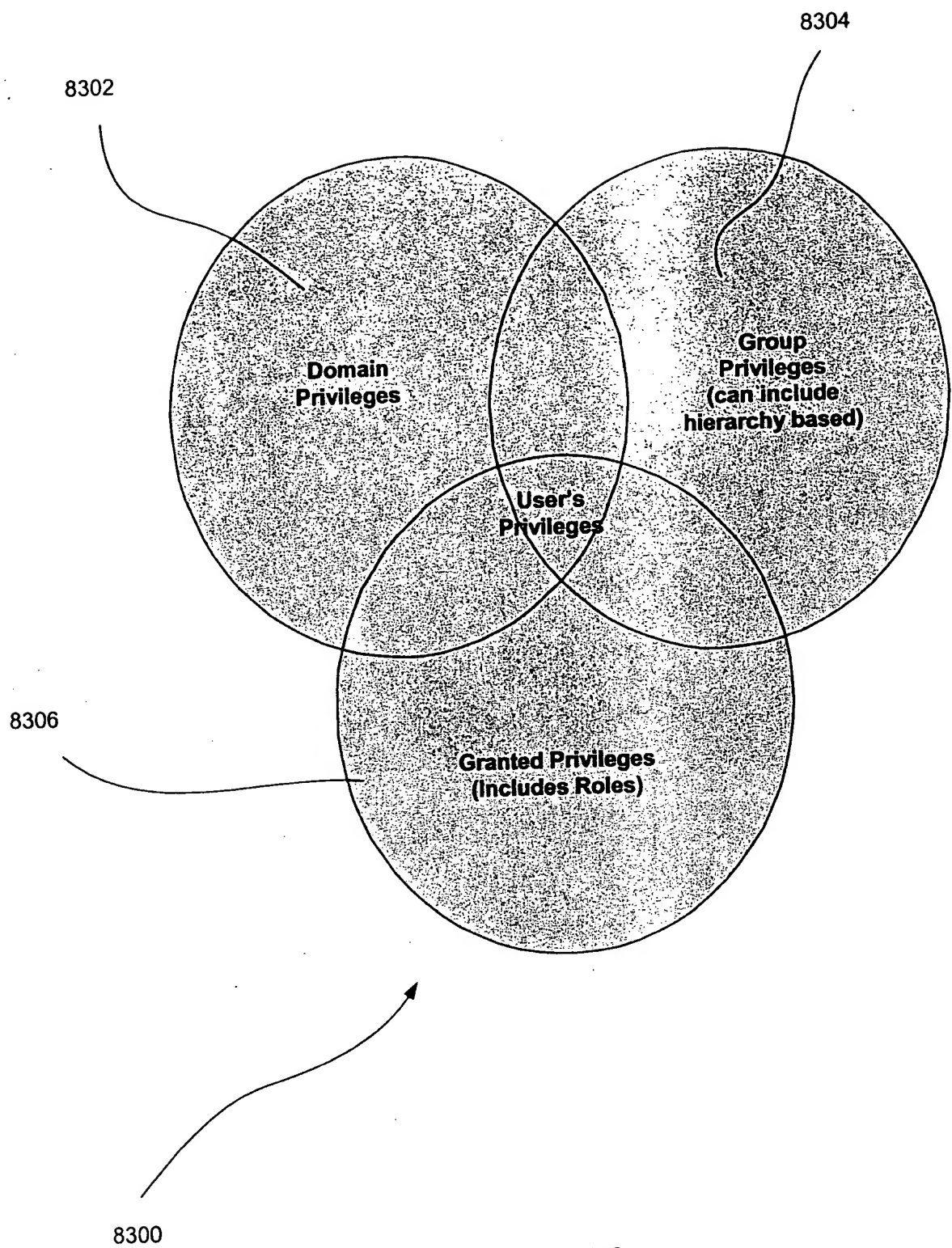


Fig. 83

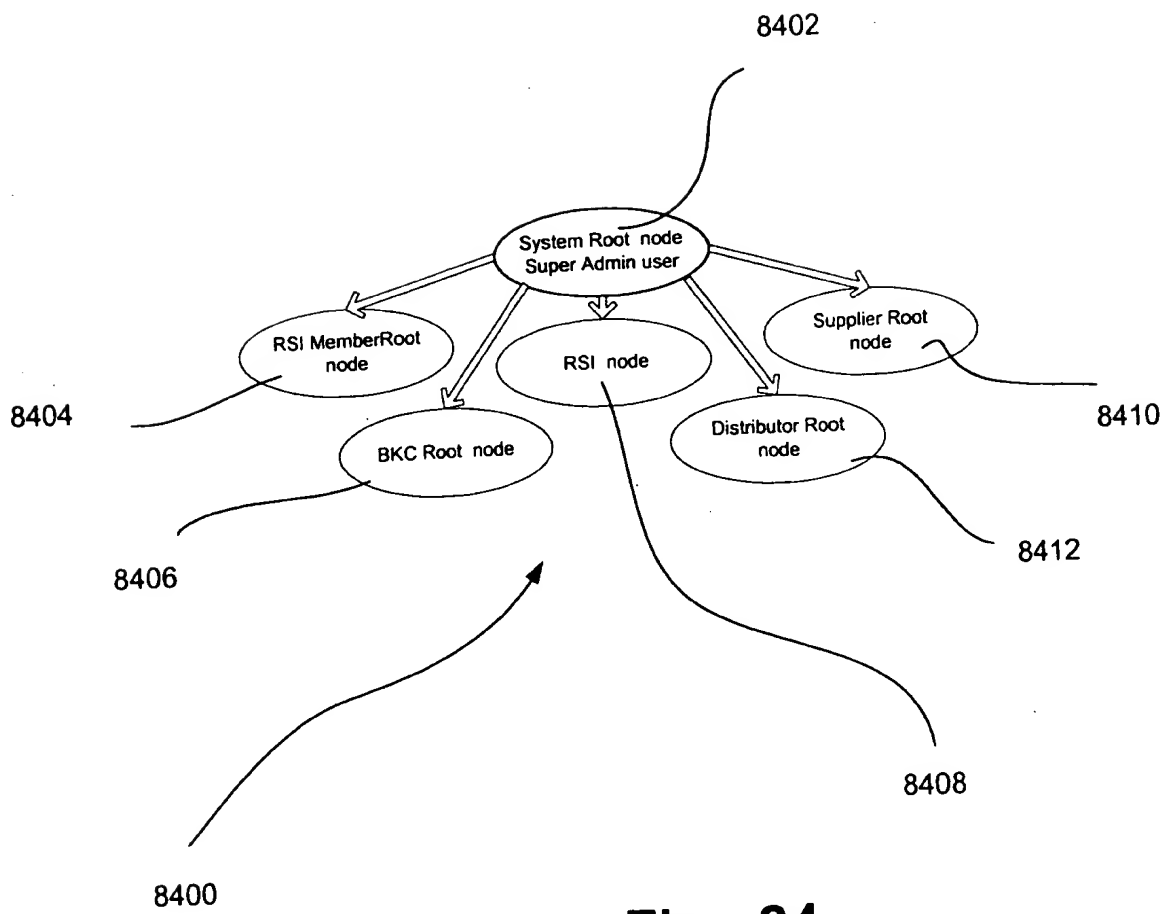


Fig. 84

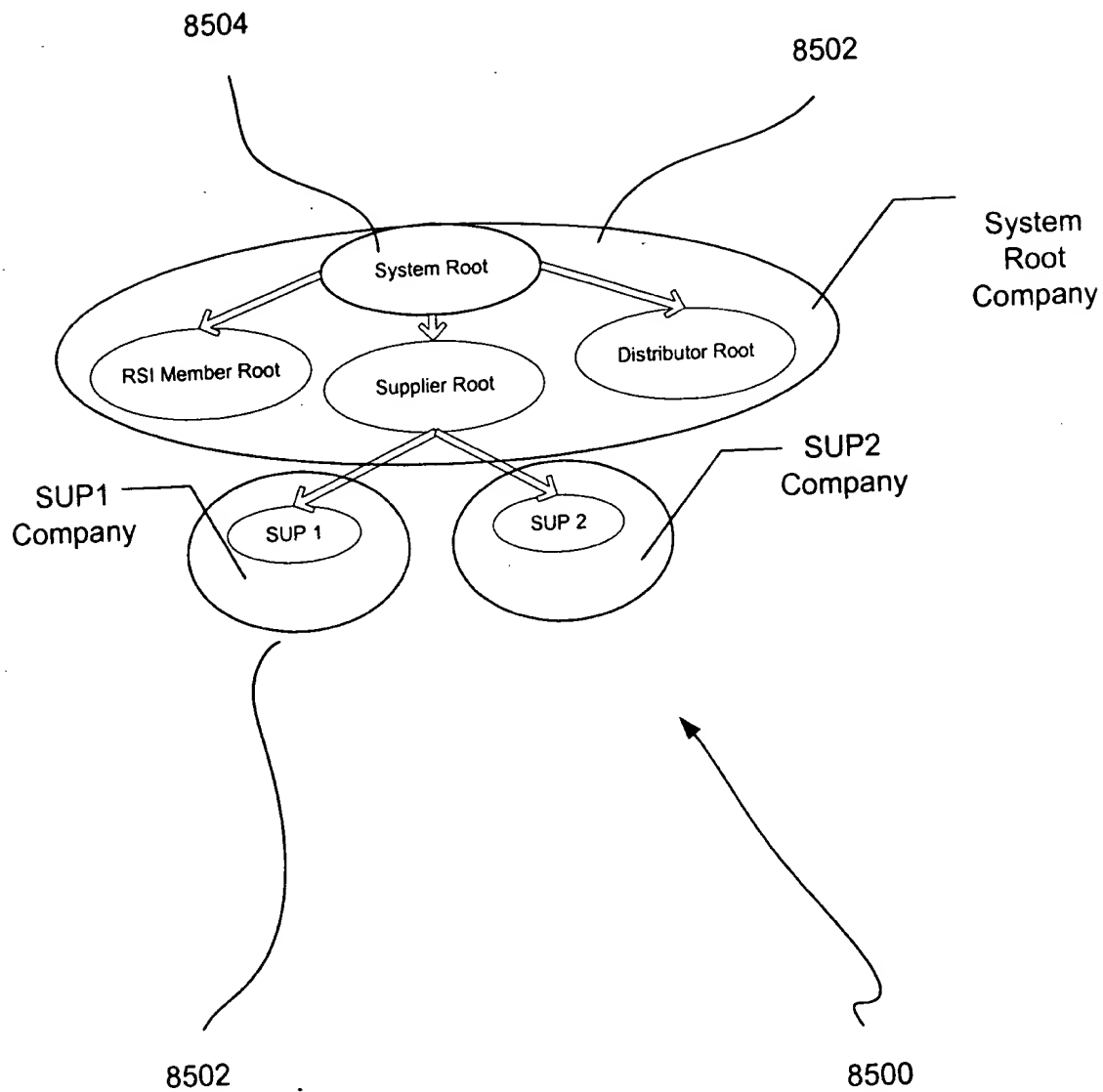


Fig. 85

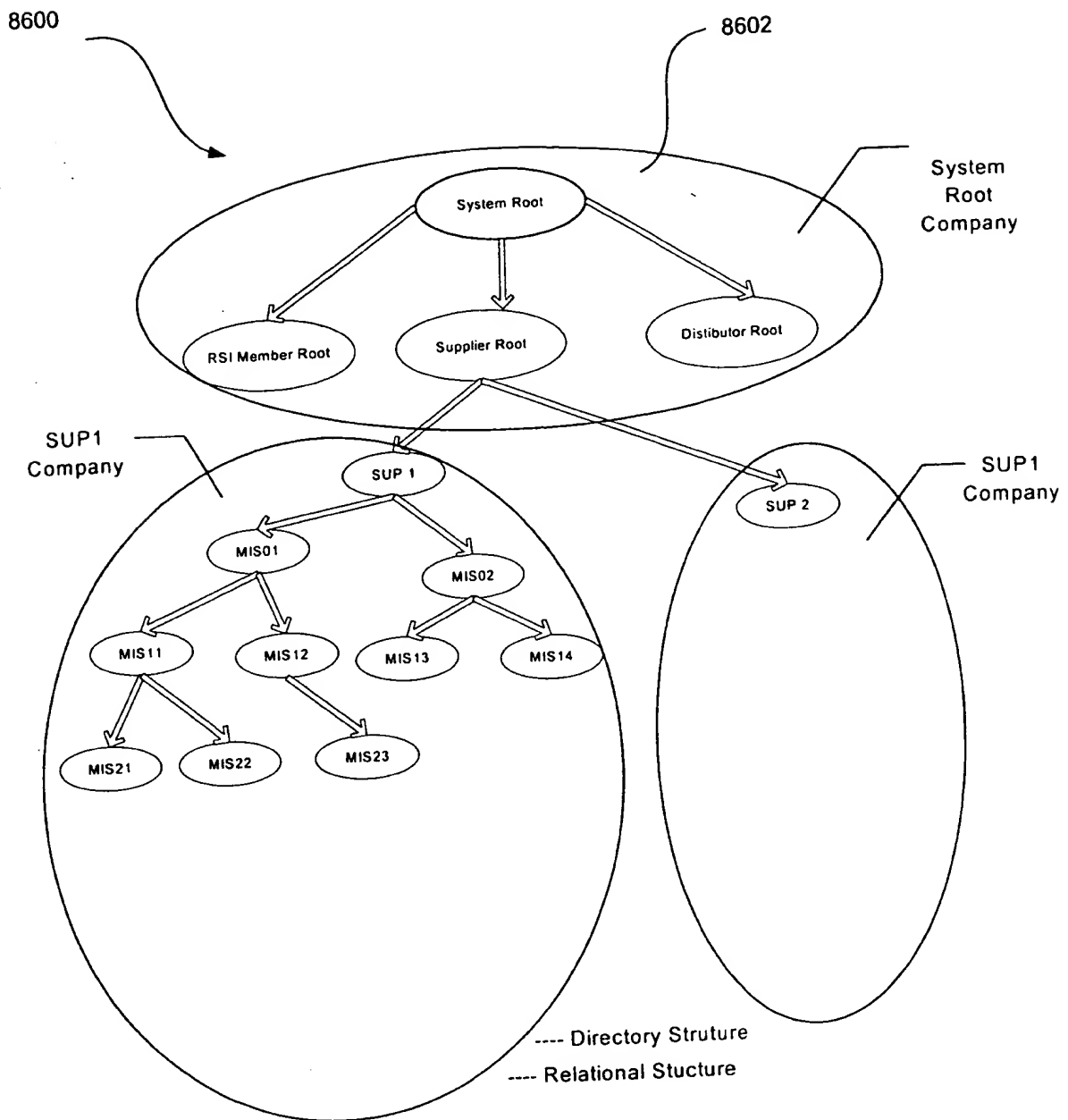


Fig. 86

8700

Group Hierarchy Management: Data Flow

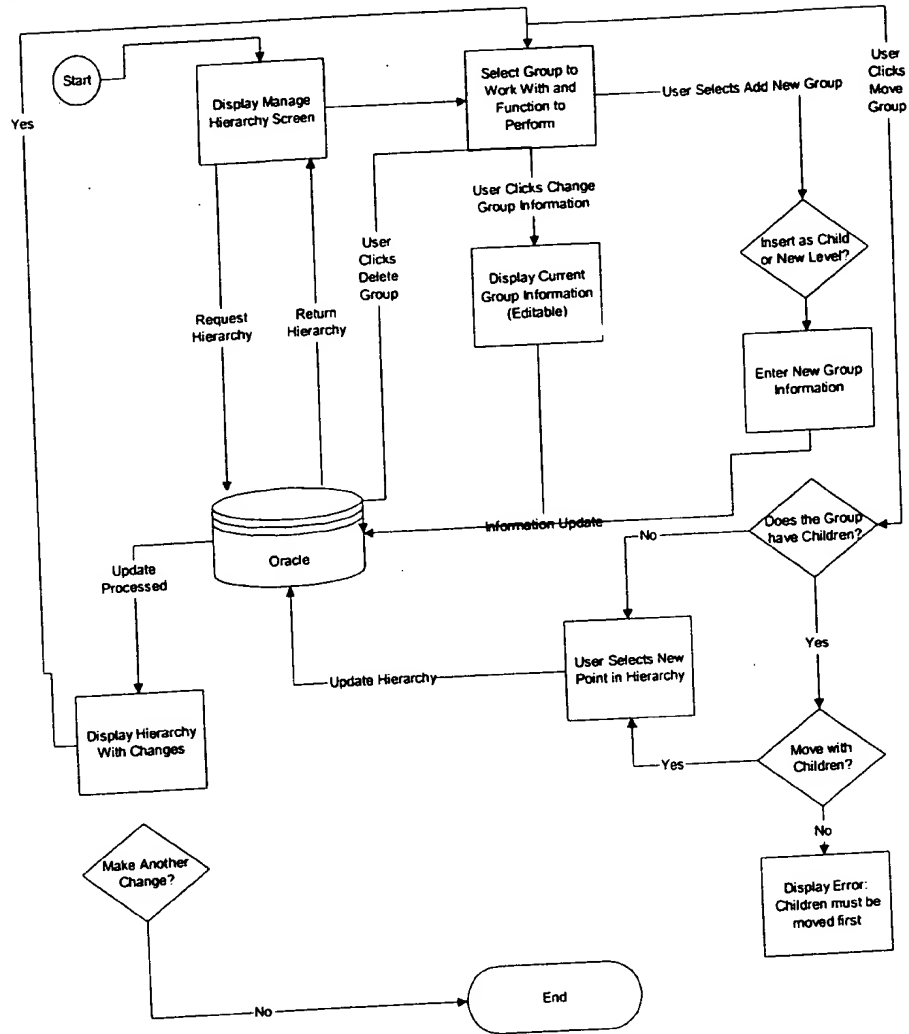


Fig. 87

8800

8804

8802

8800

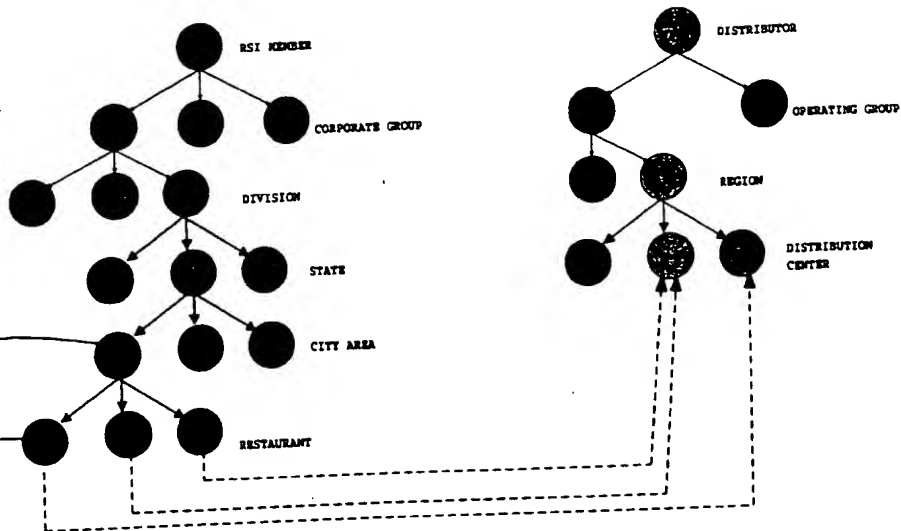


Fig. 88

8902

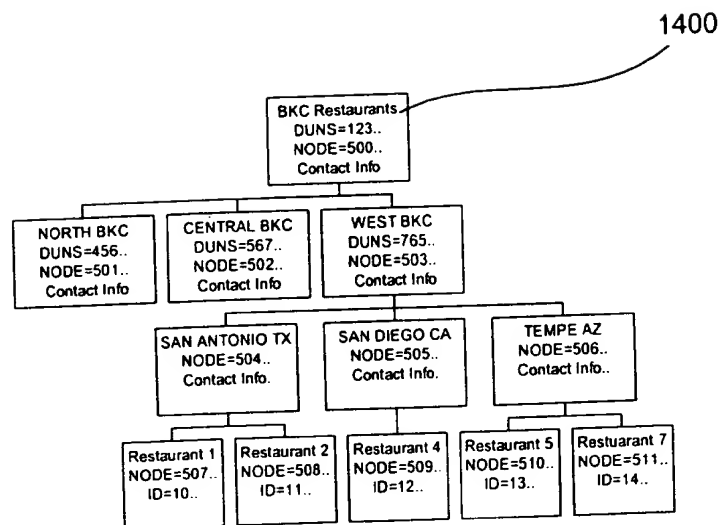


Fig. 89

9000

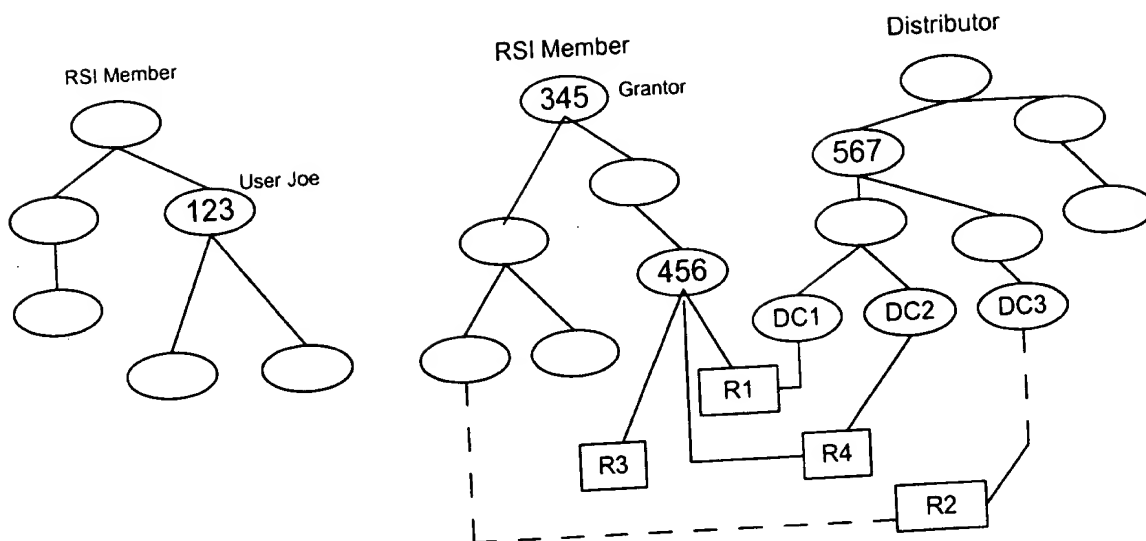


FIG. 90

9100

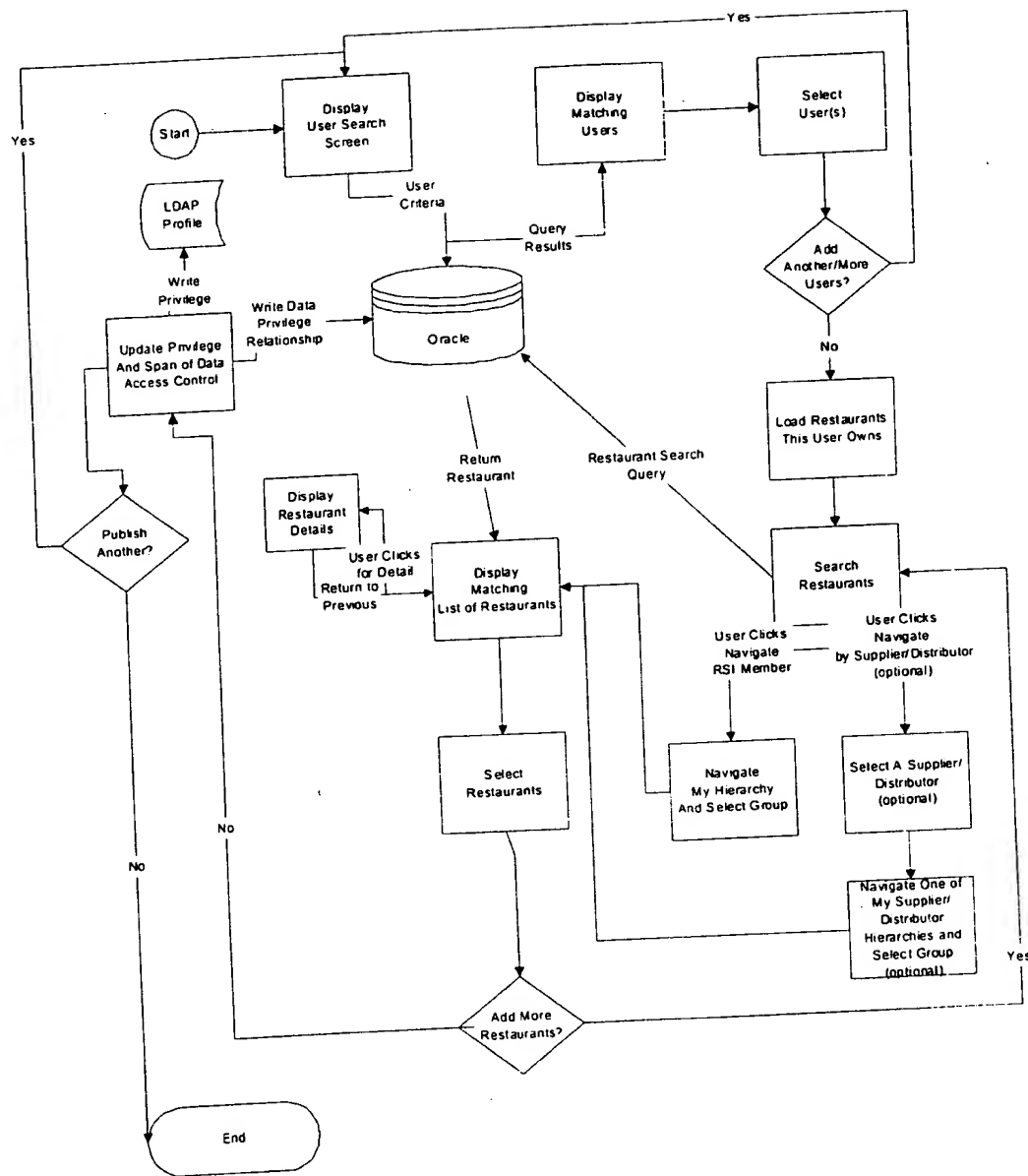


Fig. 91

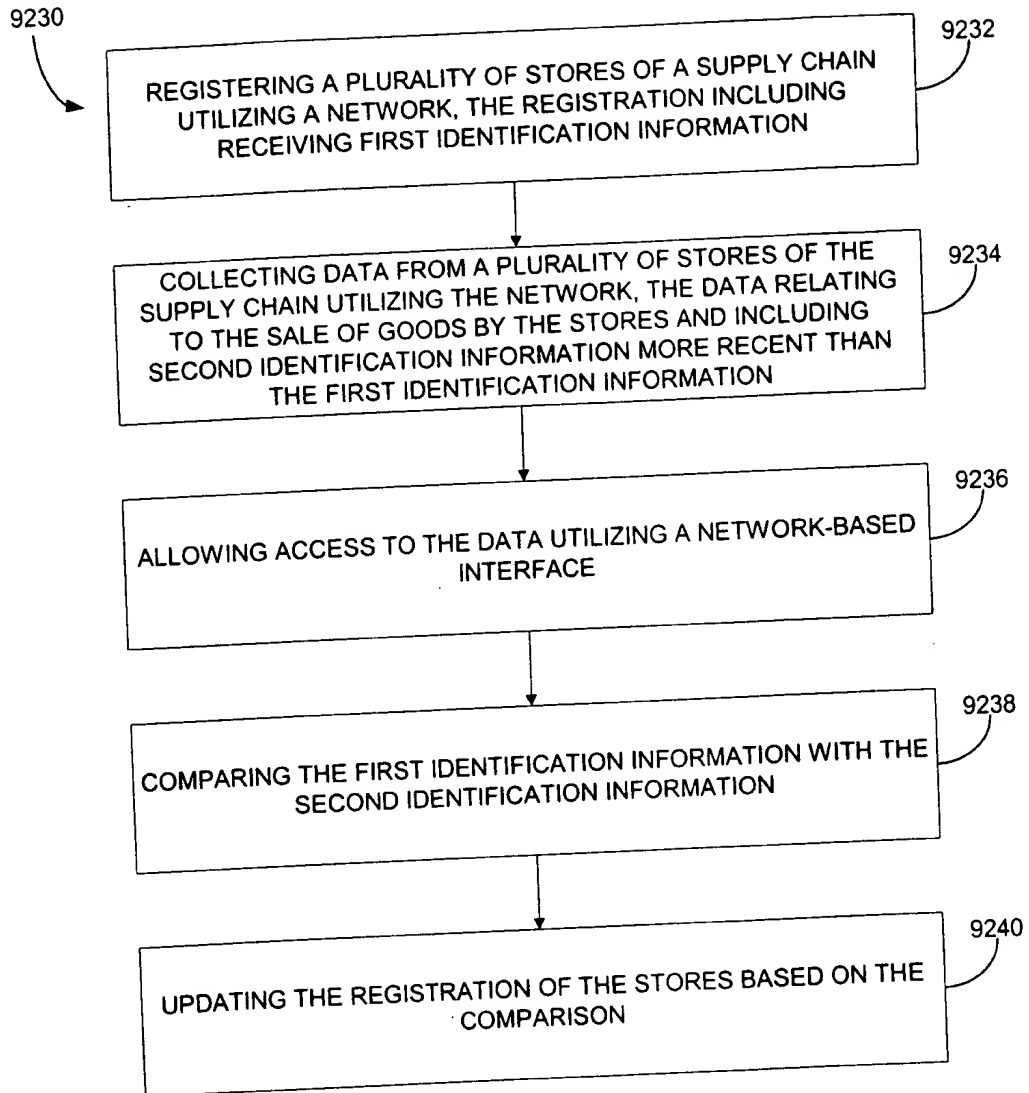


FIG. 92

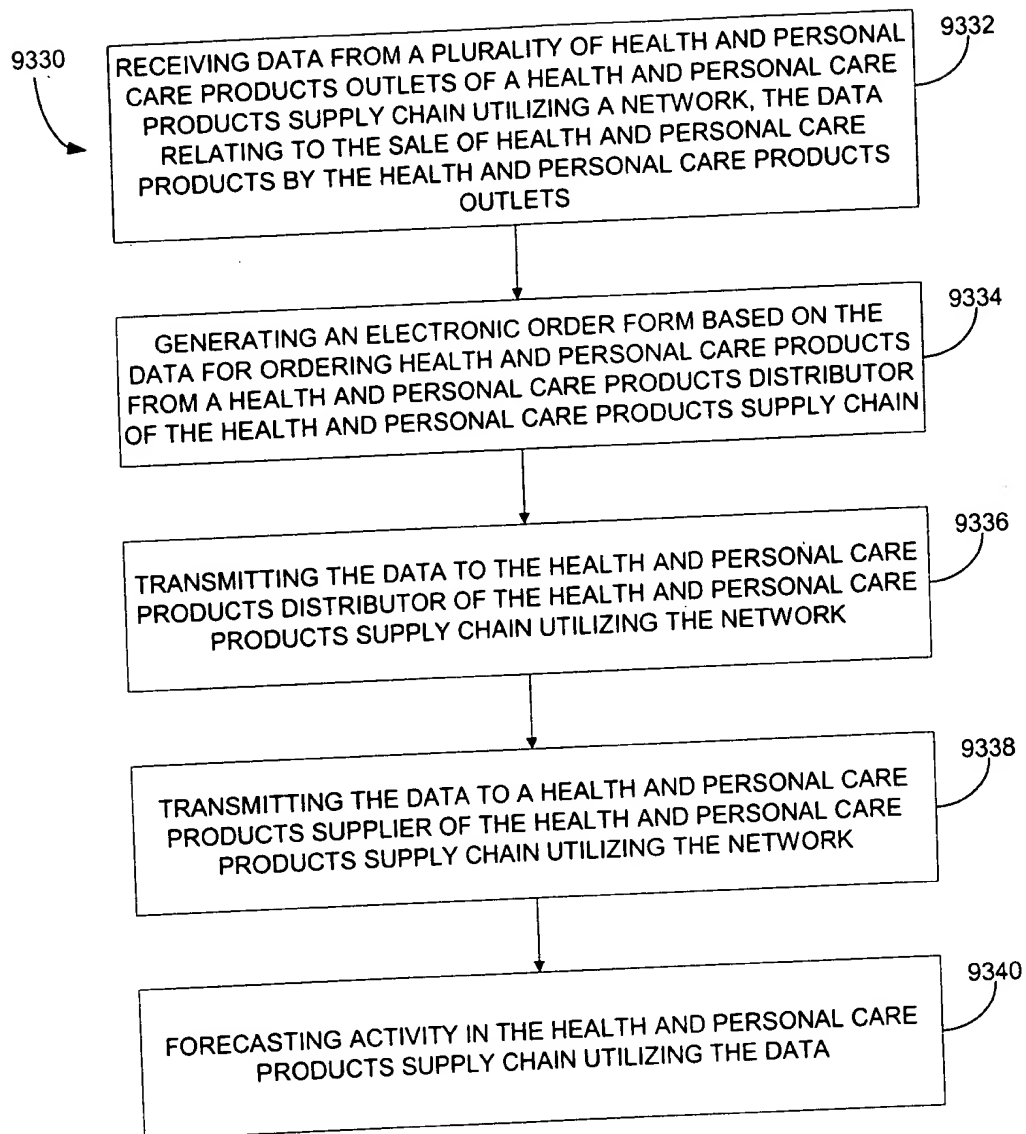


FIG. 93

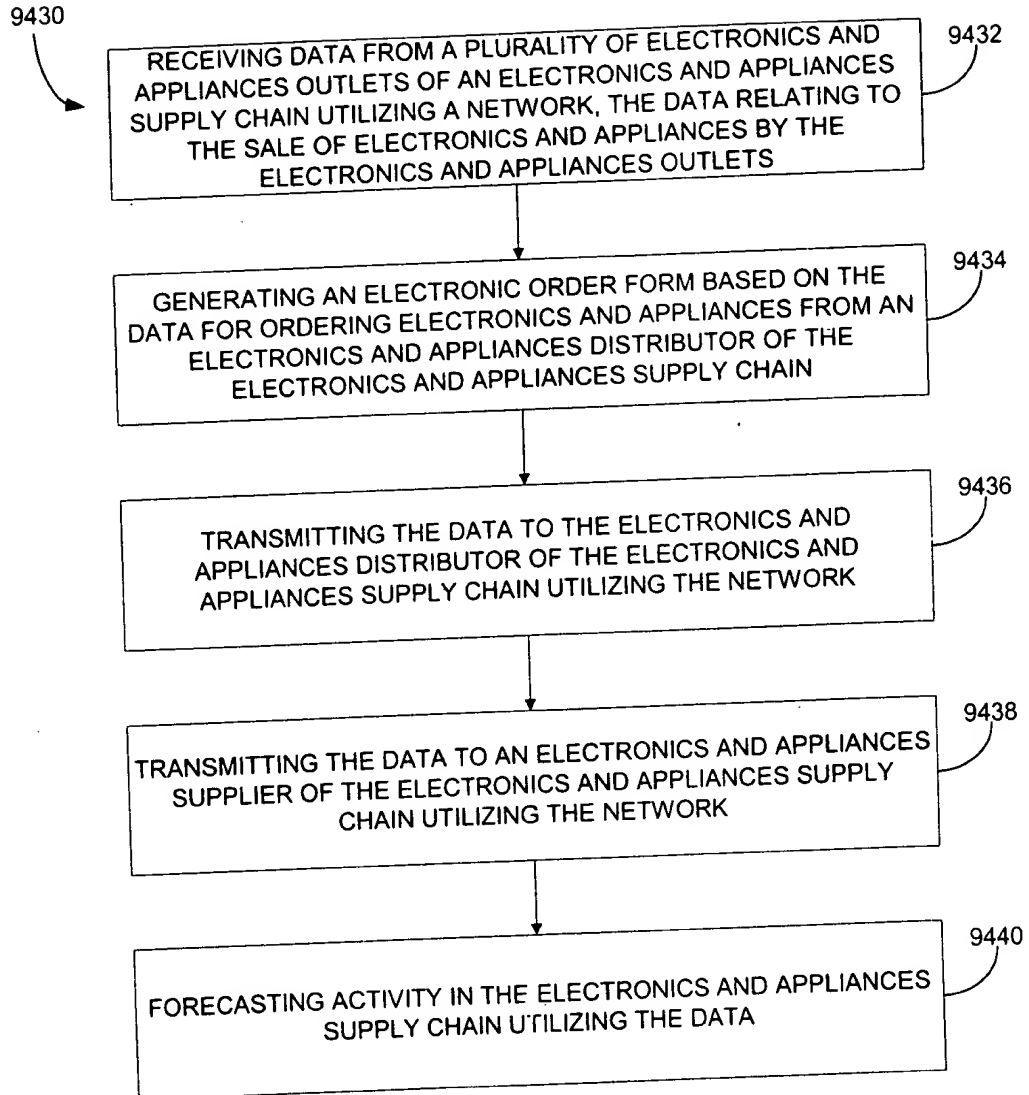


FIG. 94

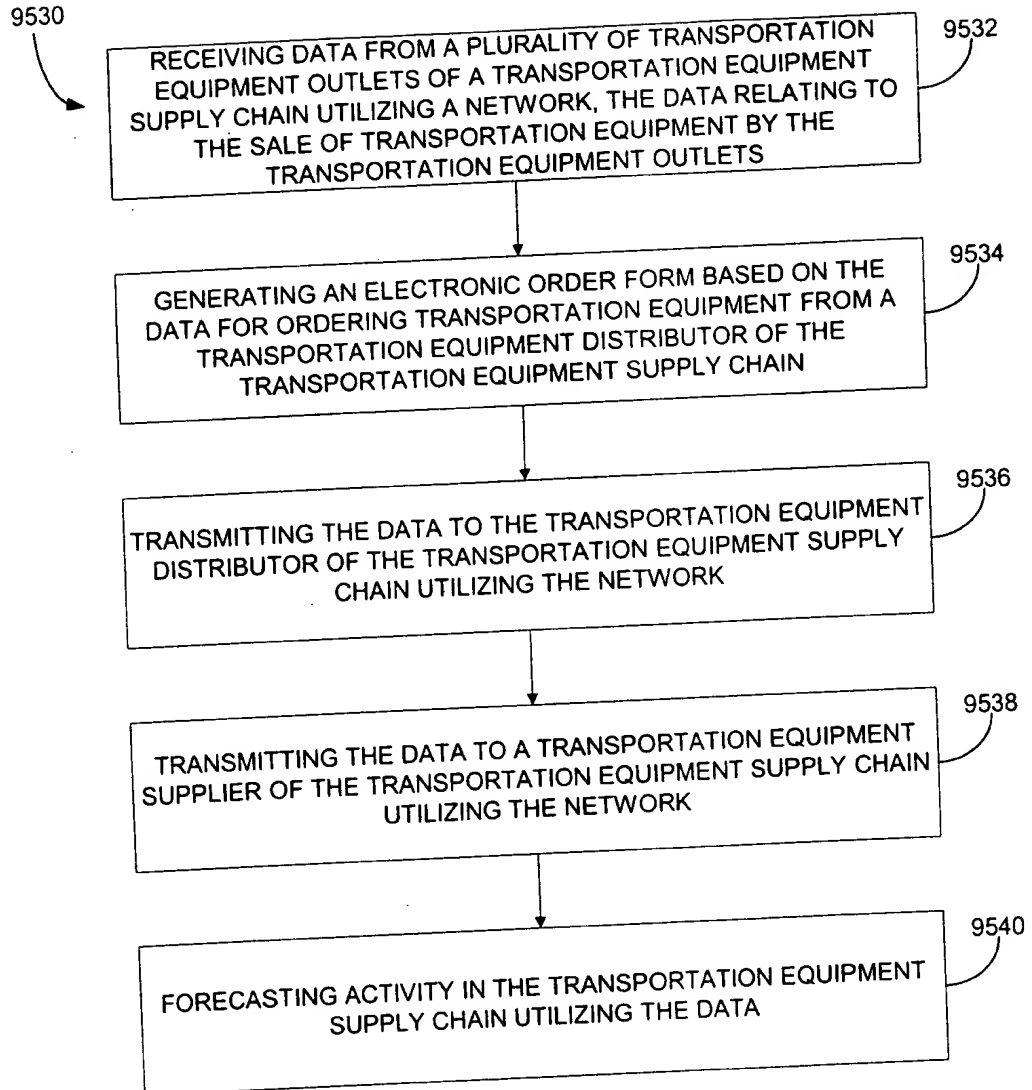


FIG. 95

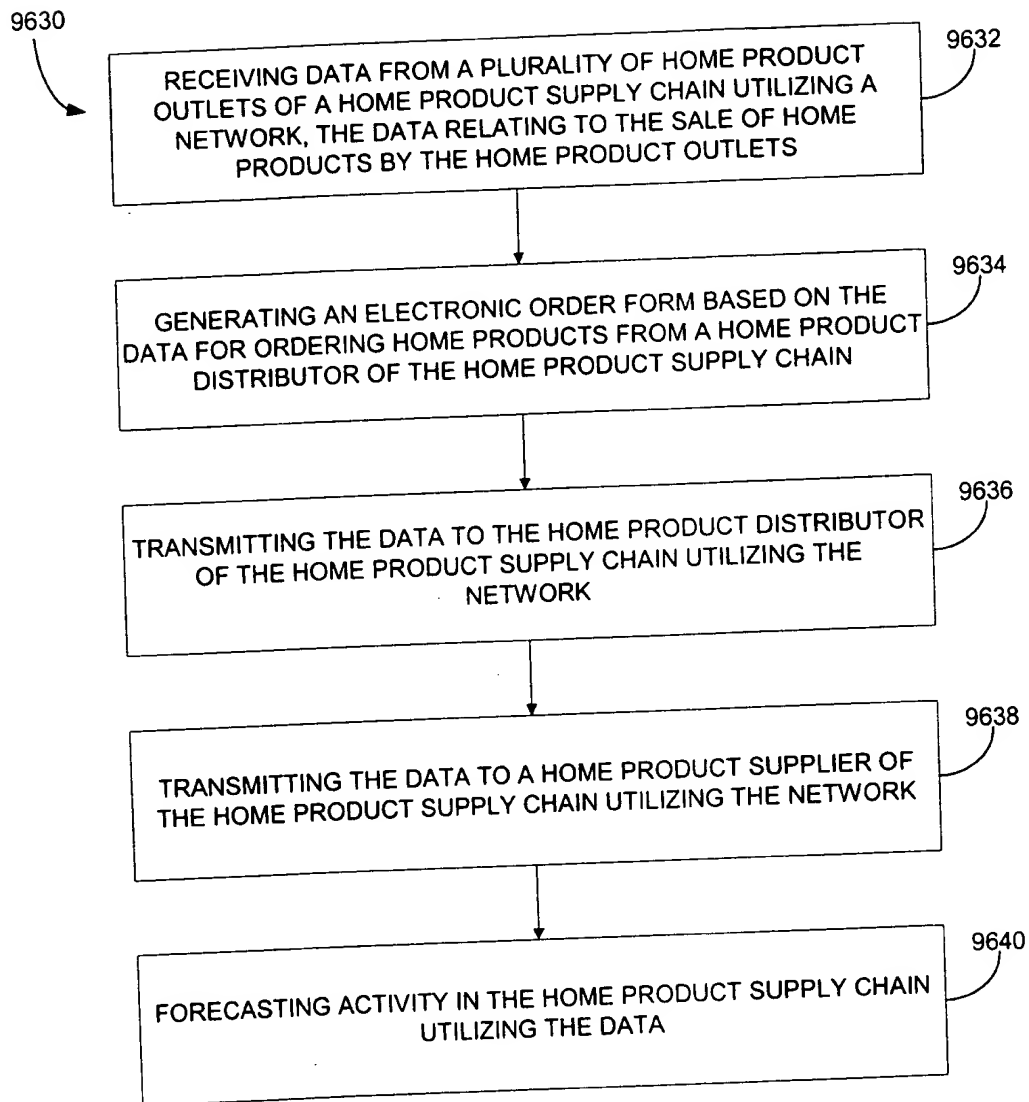


FIG. 96

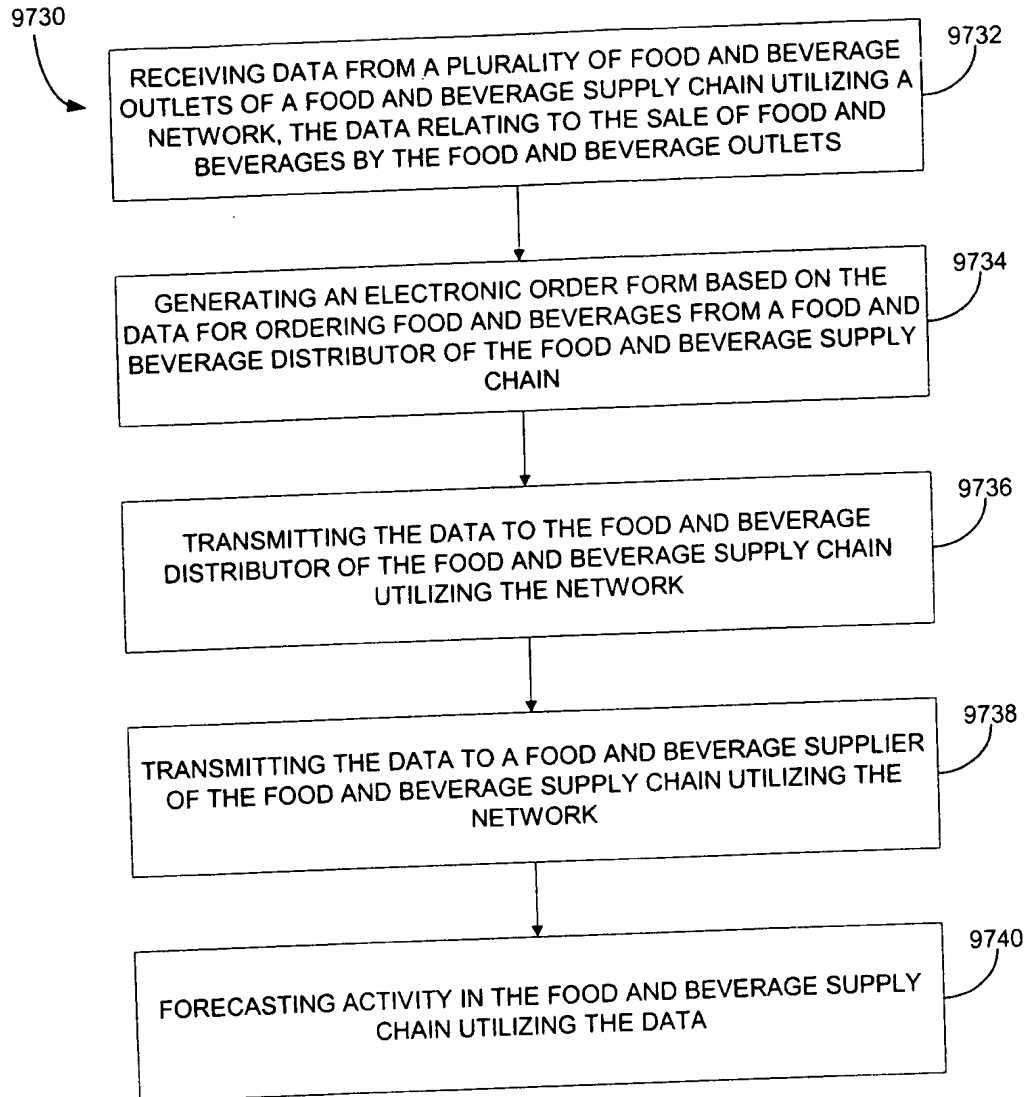


FIG. 97

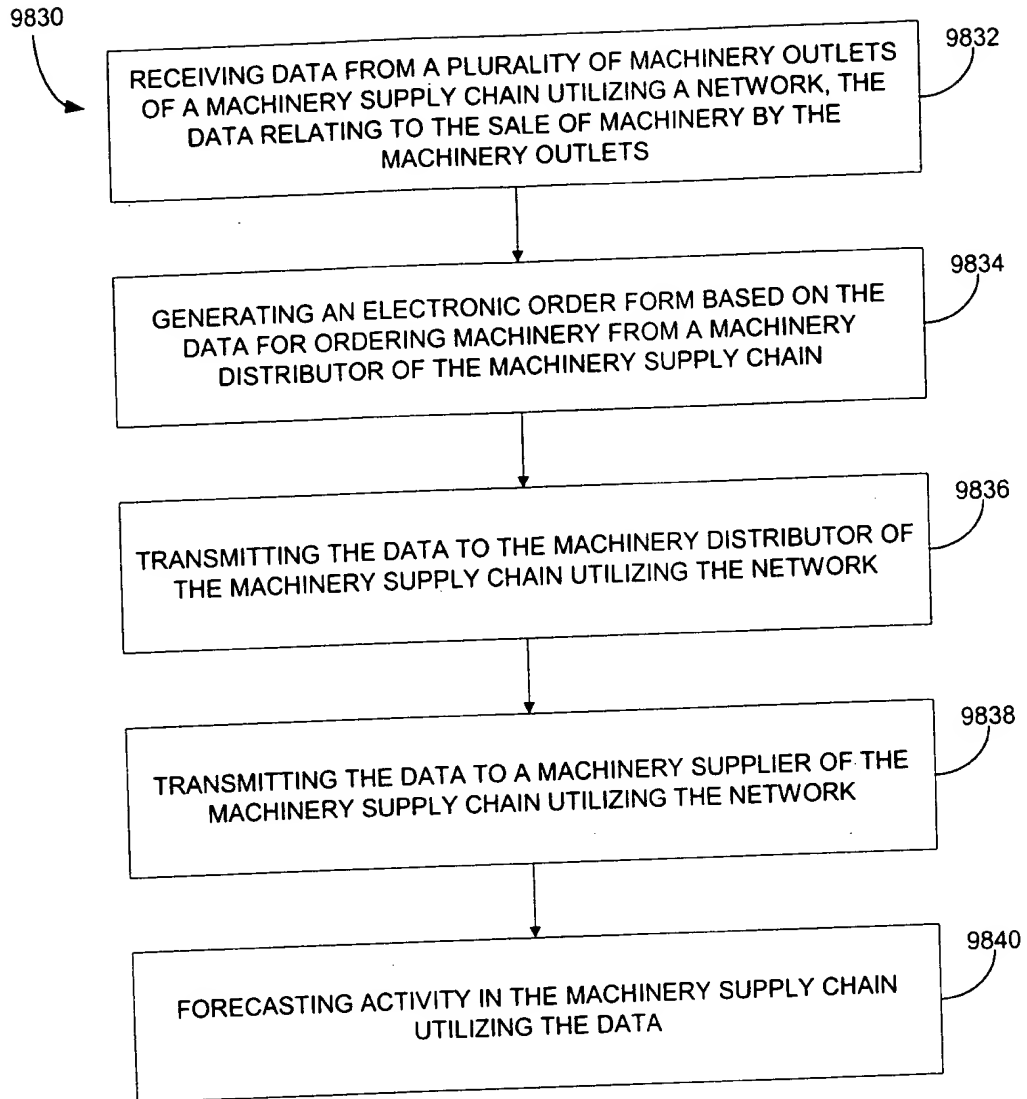


FIG. 98

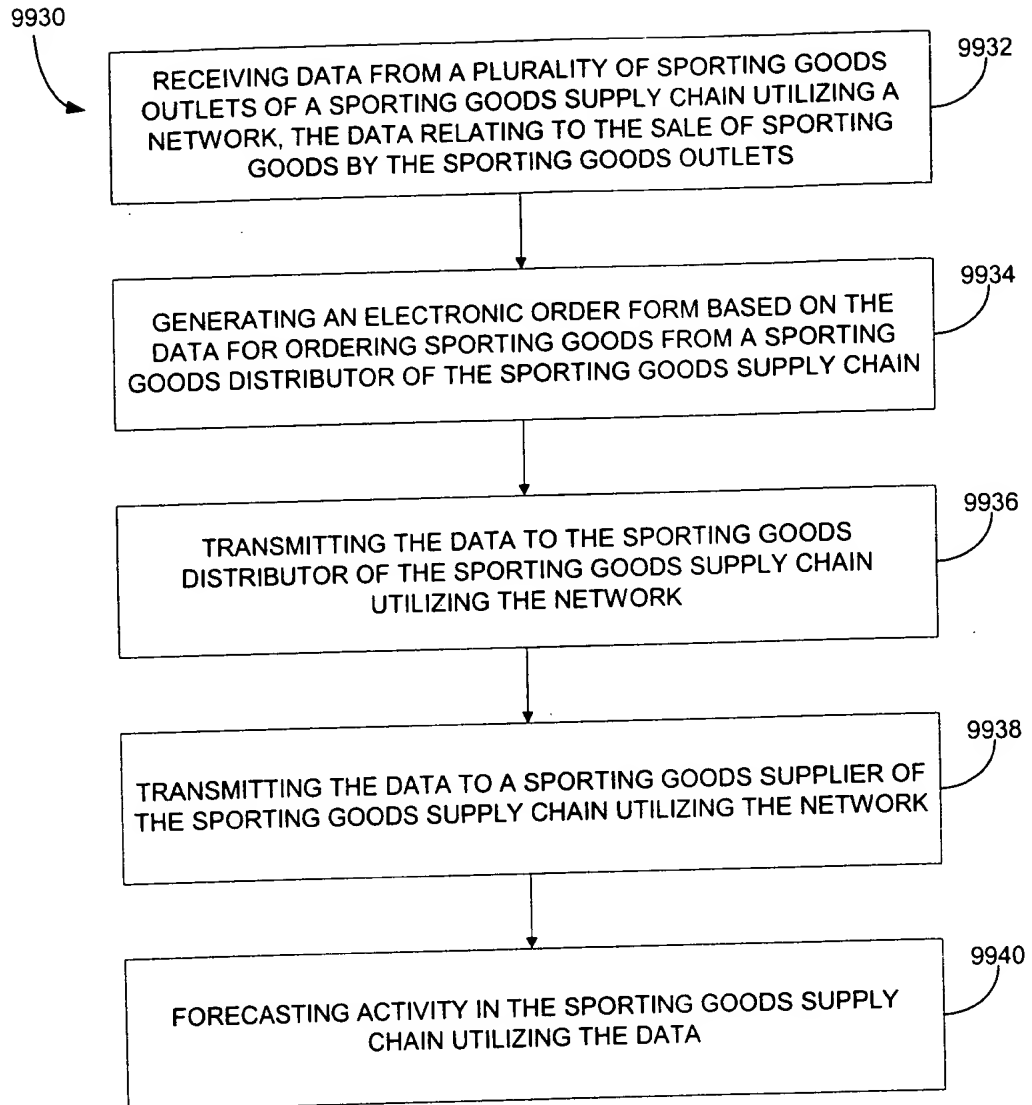


FIG. 99

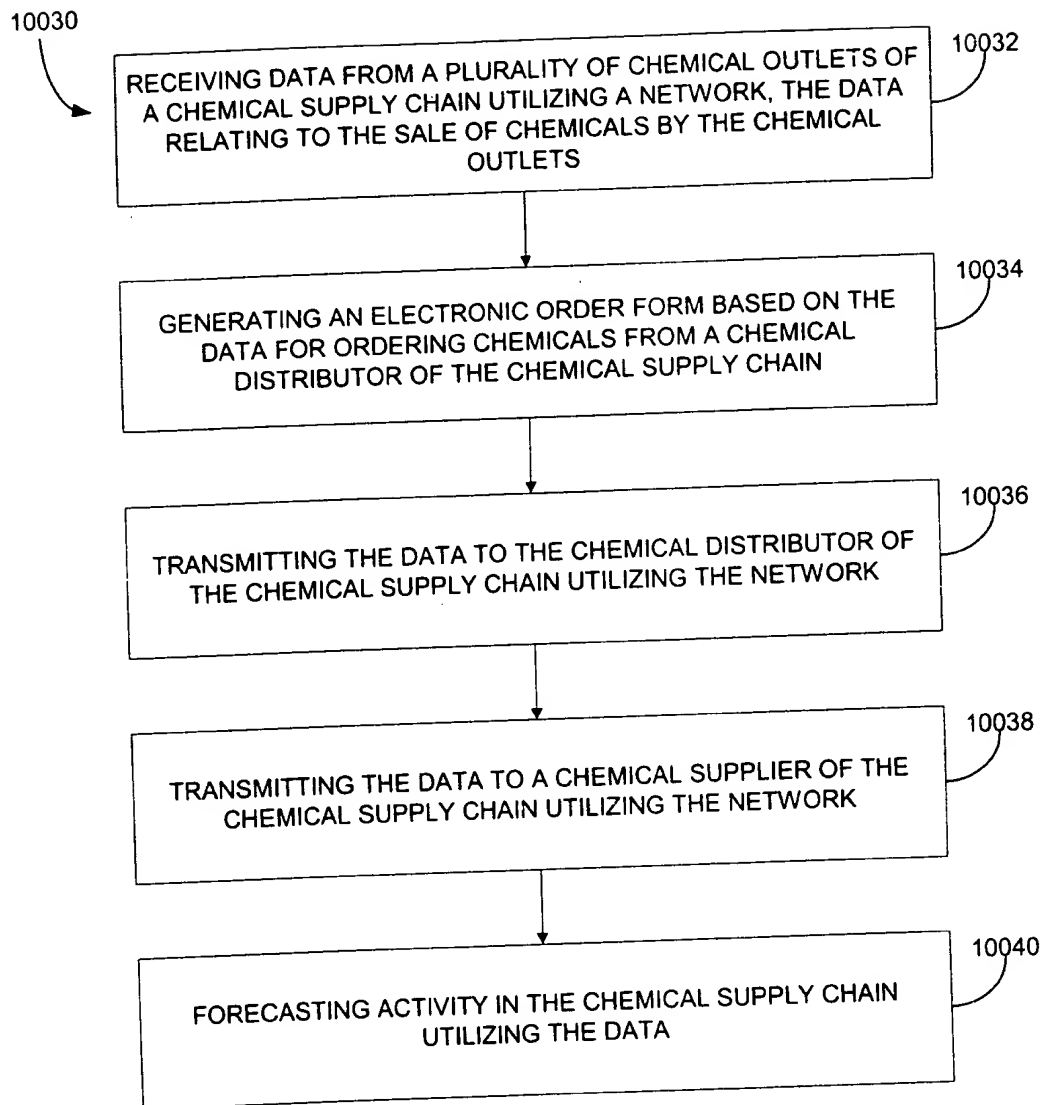


FIG. 100

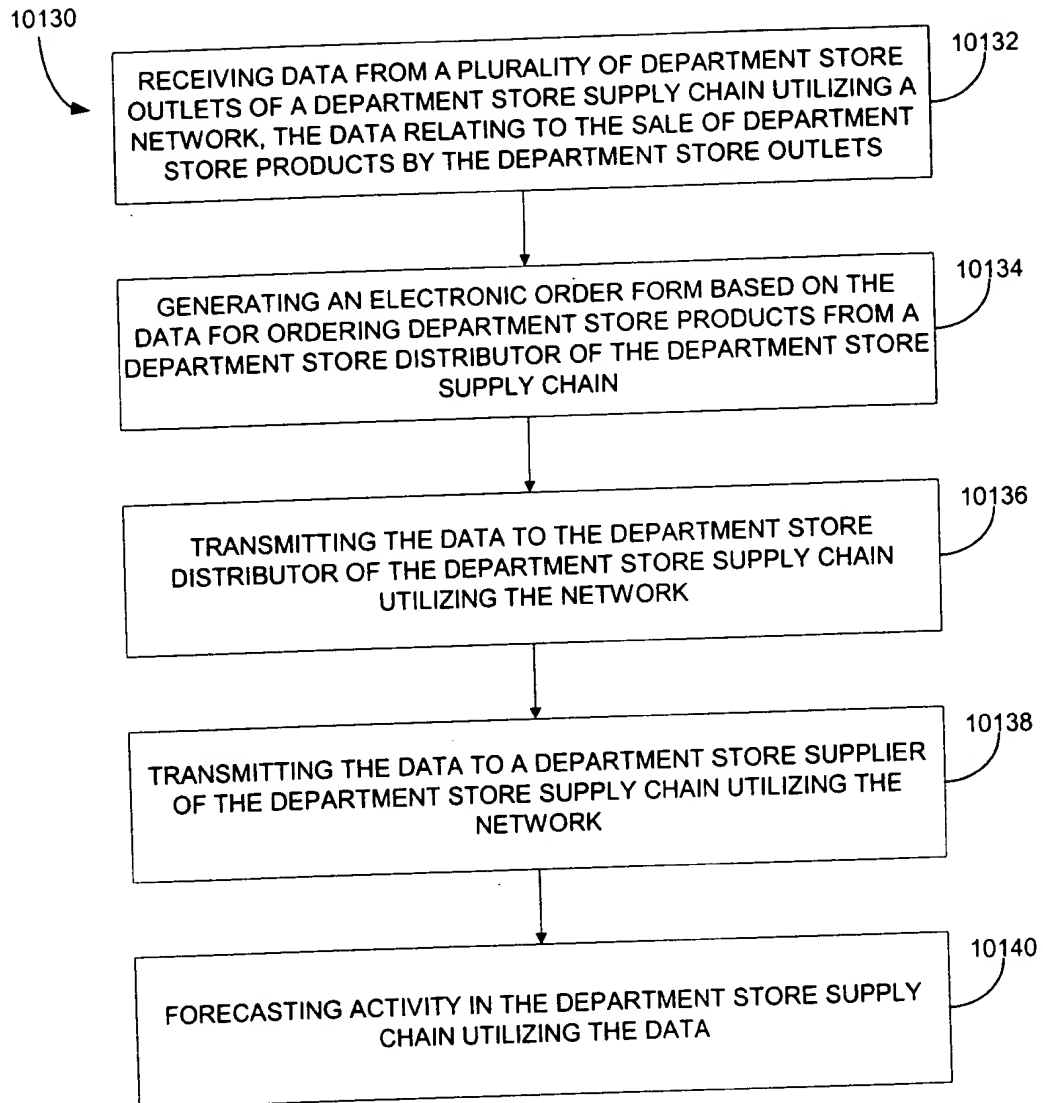


FIG. 101

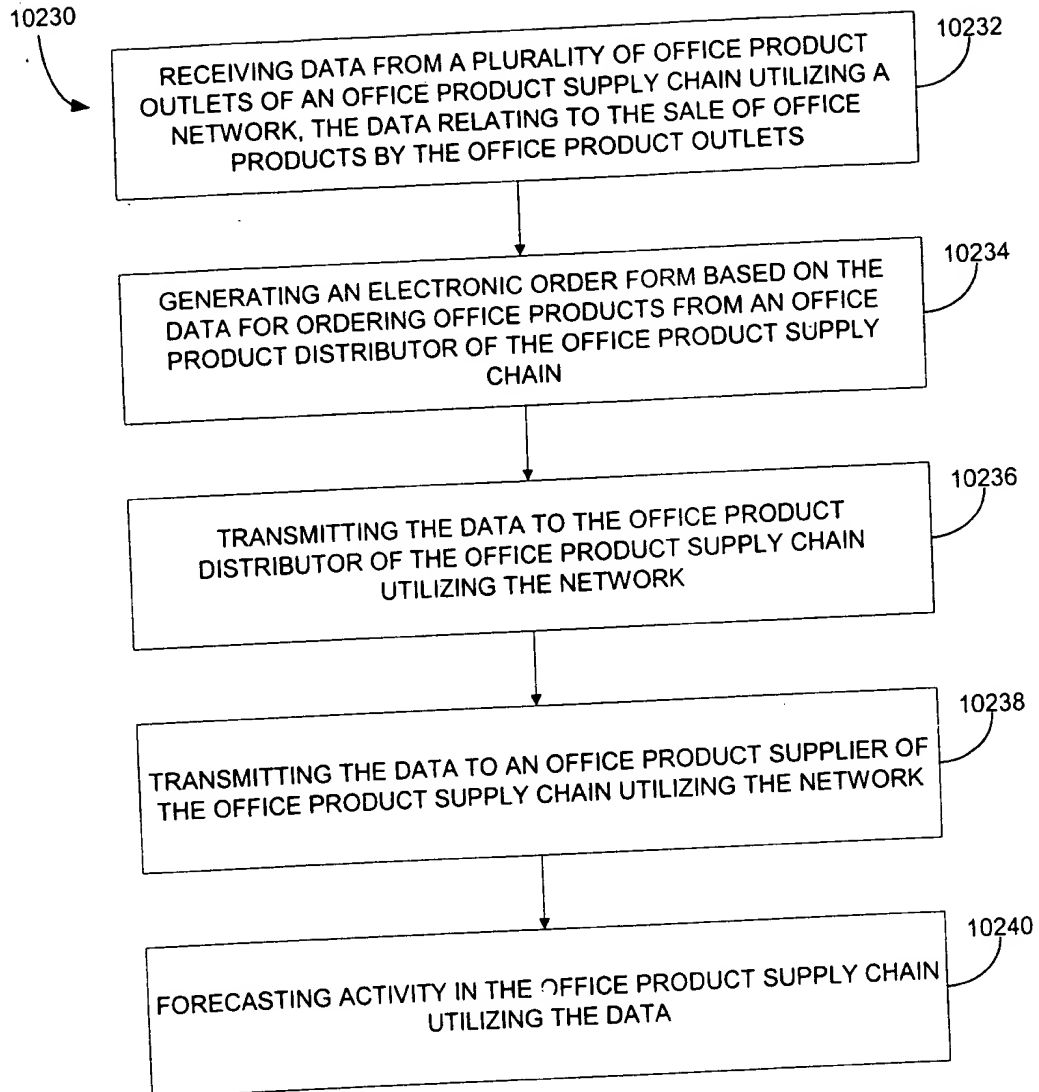


FIG. 102A

10260

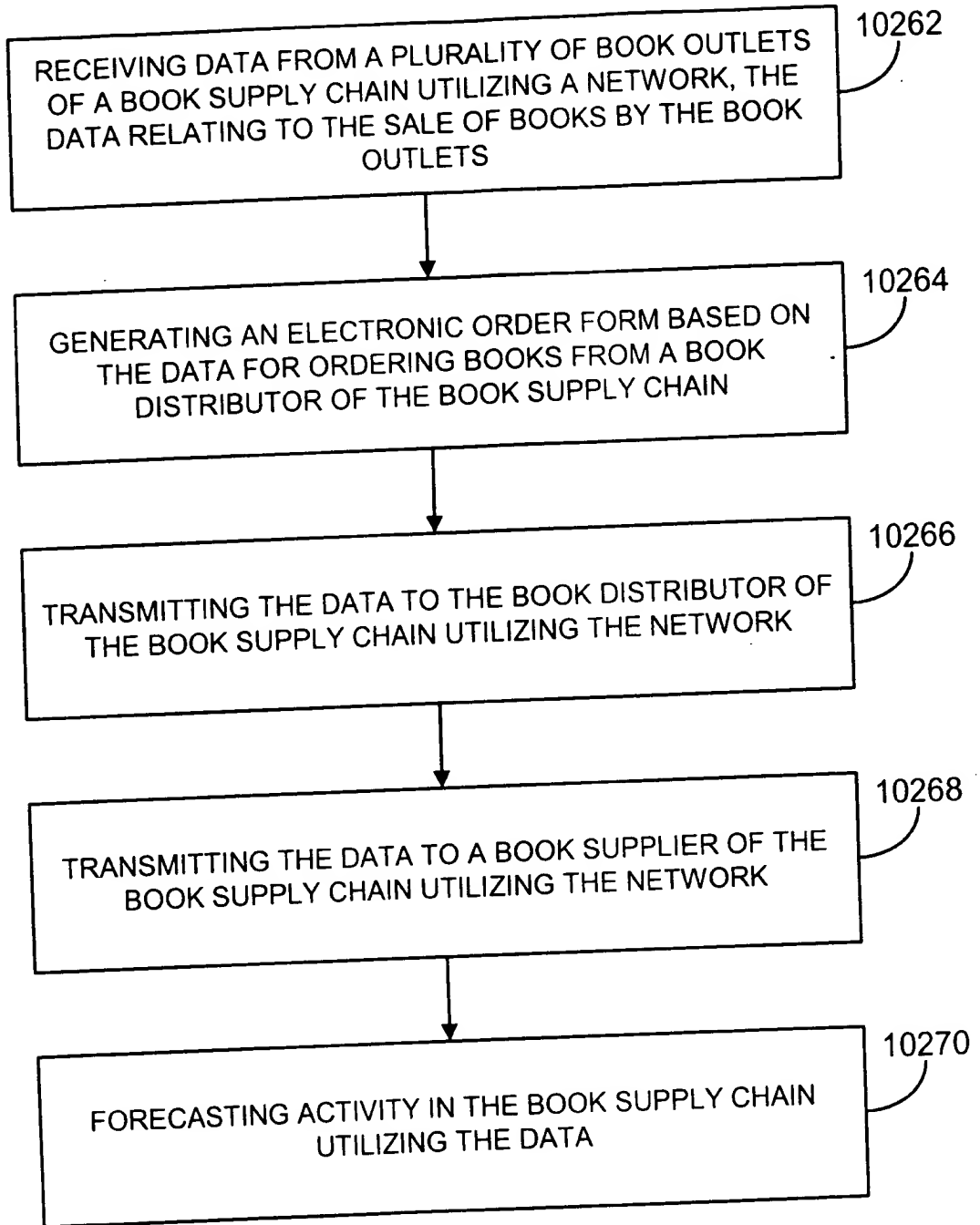


FIG. 102B

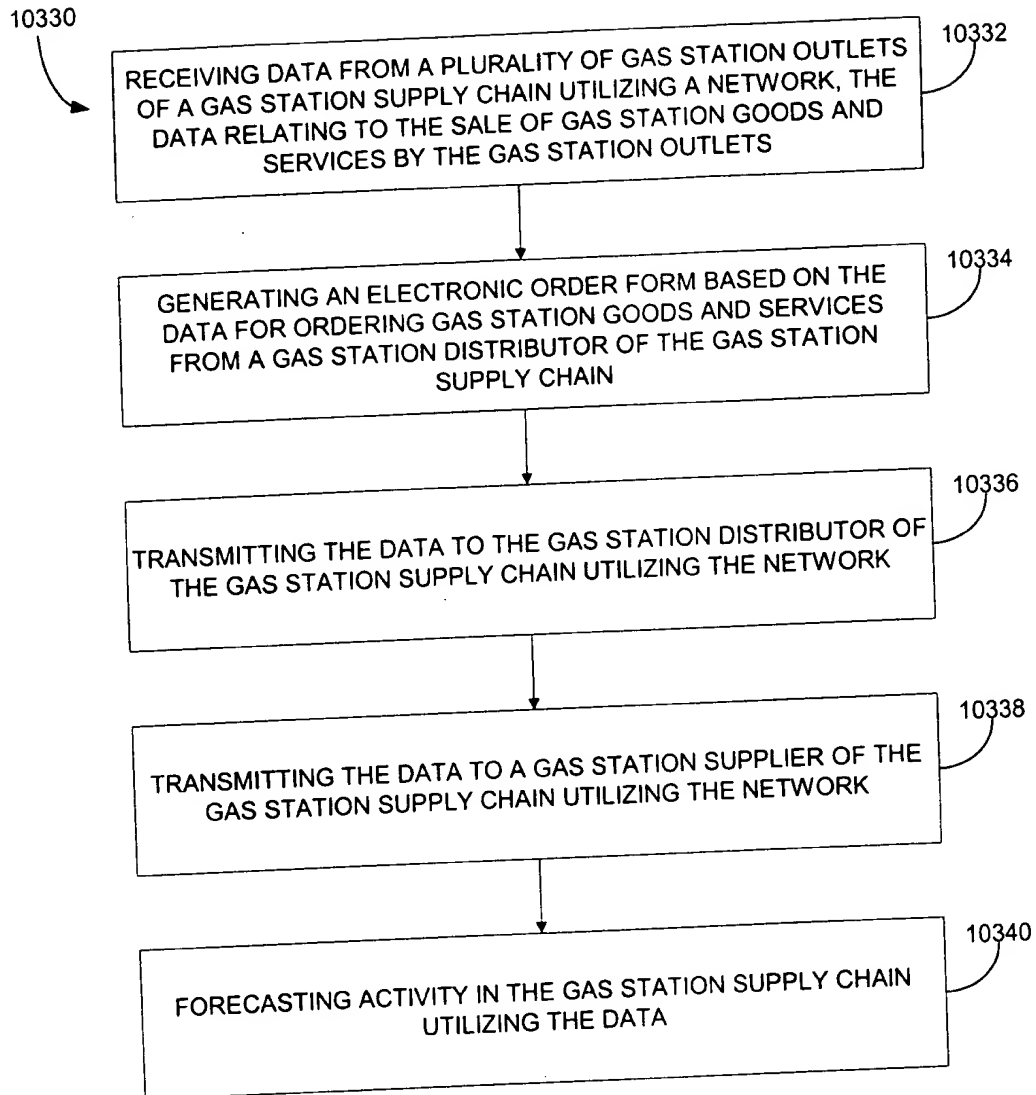


FIG. 103

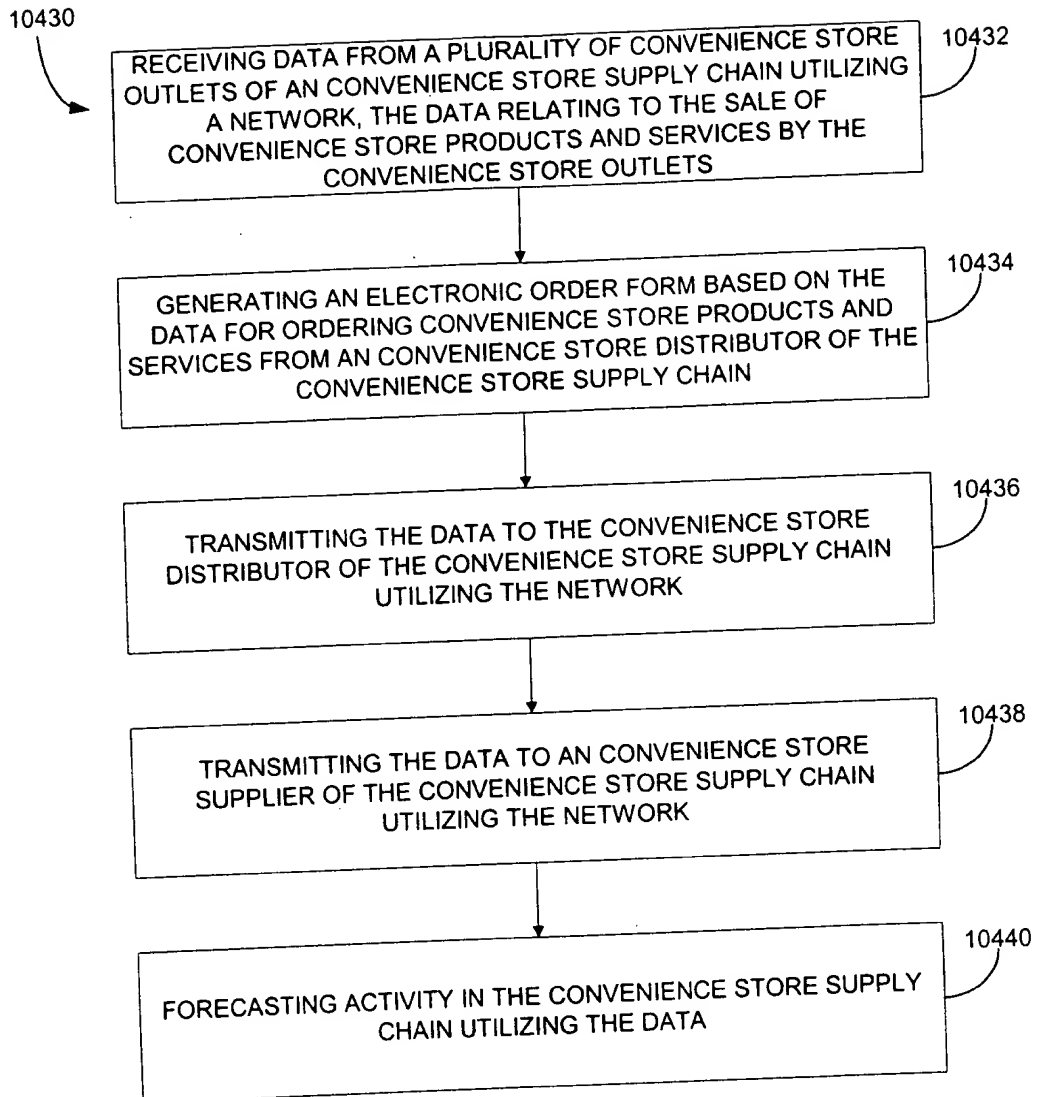


FIG. 104A

10460

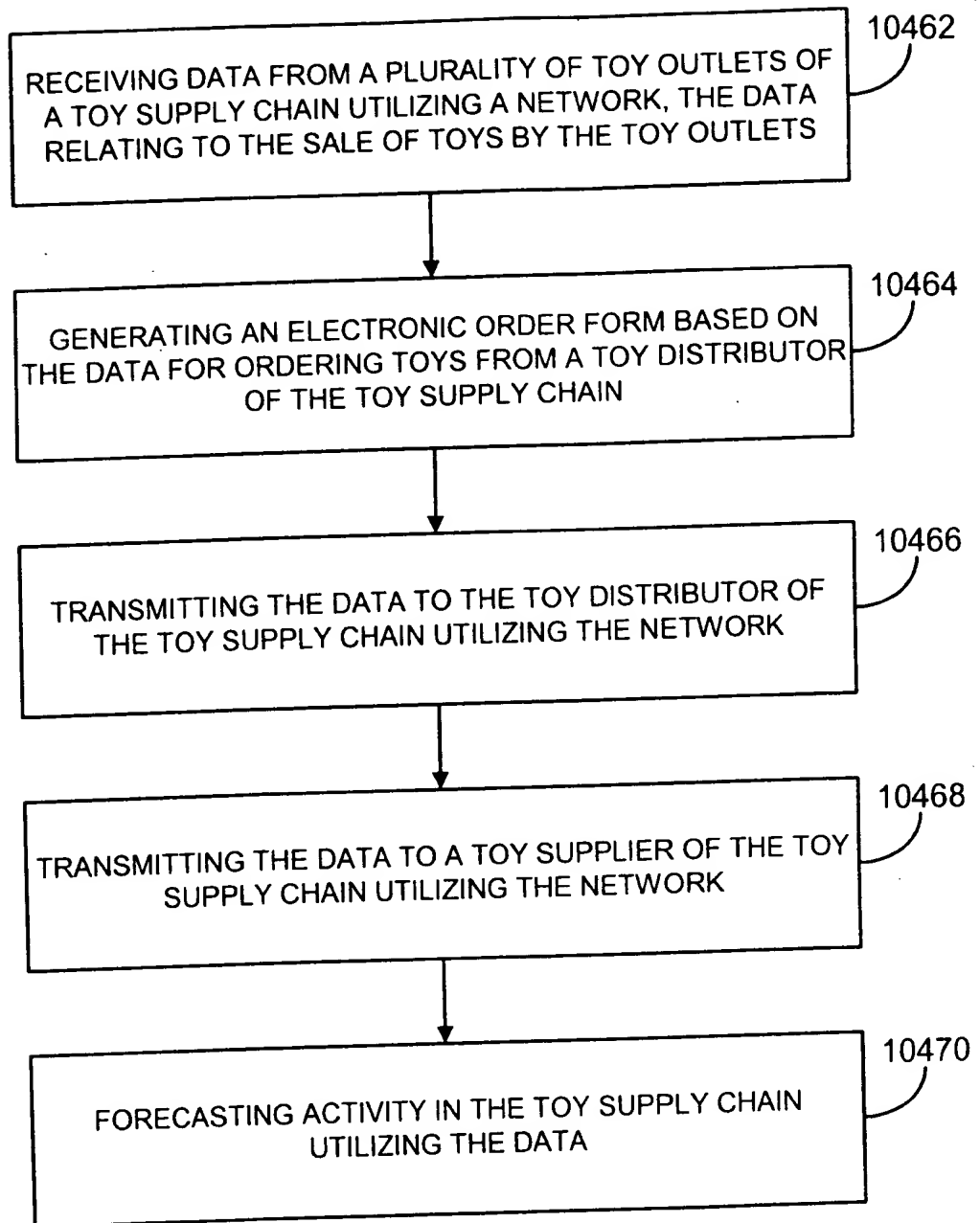


FIG. 104B

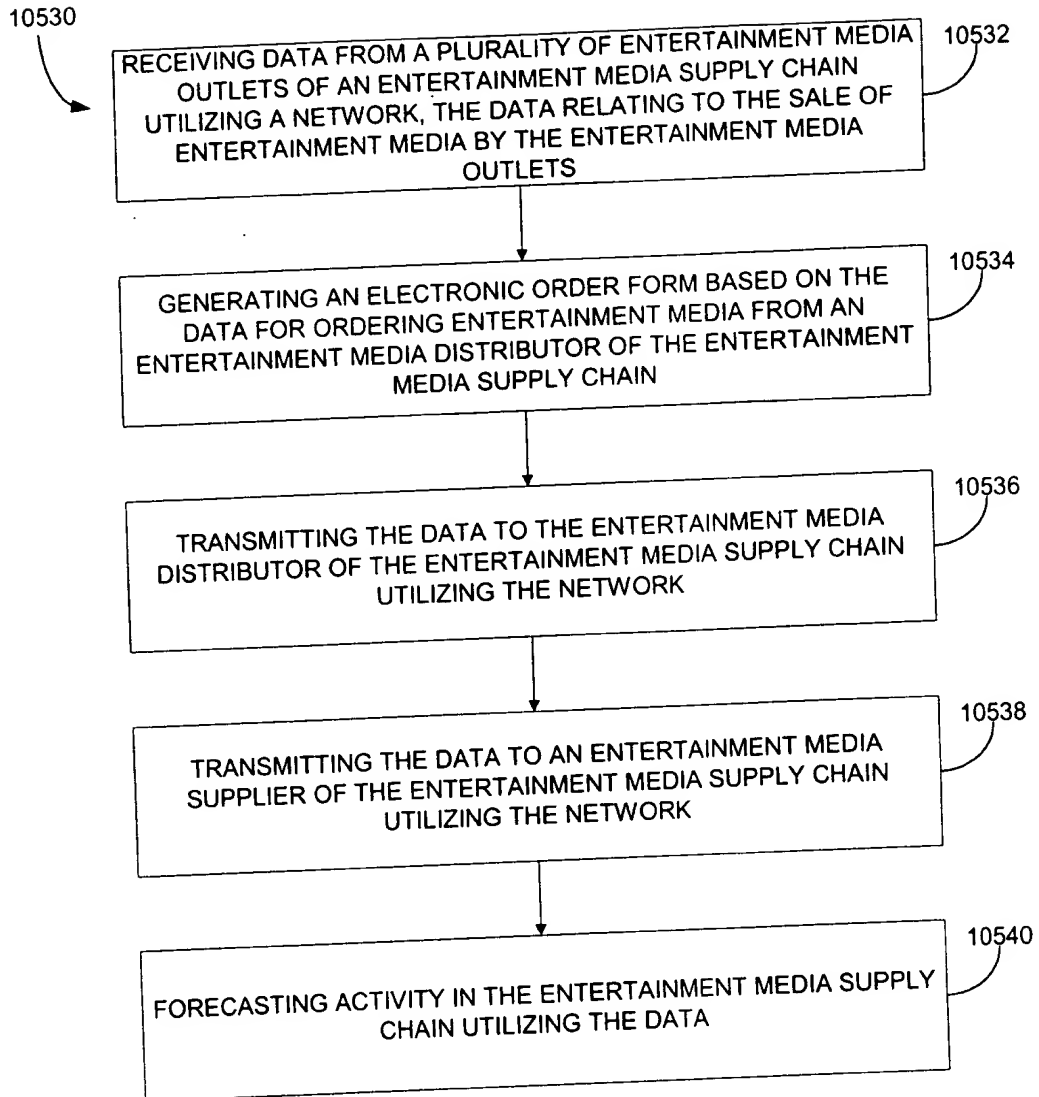


FIG. 105

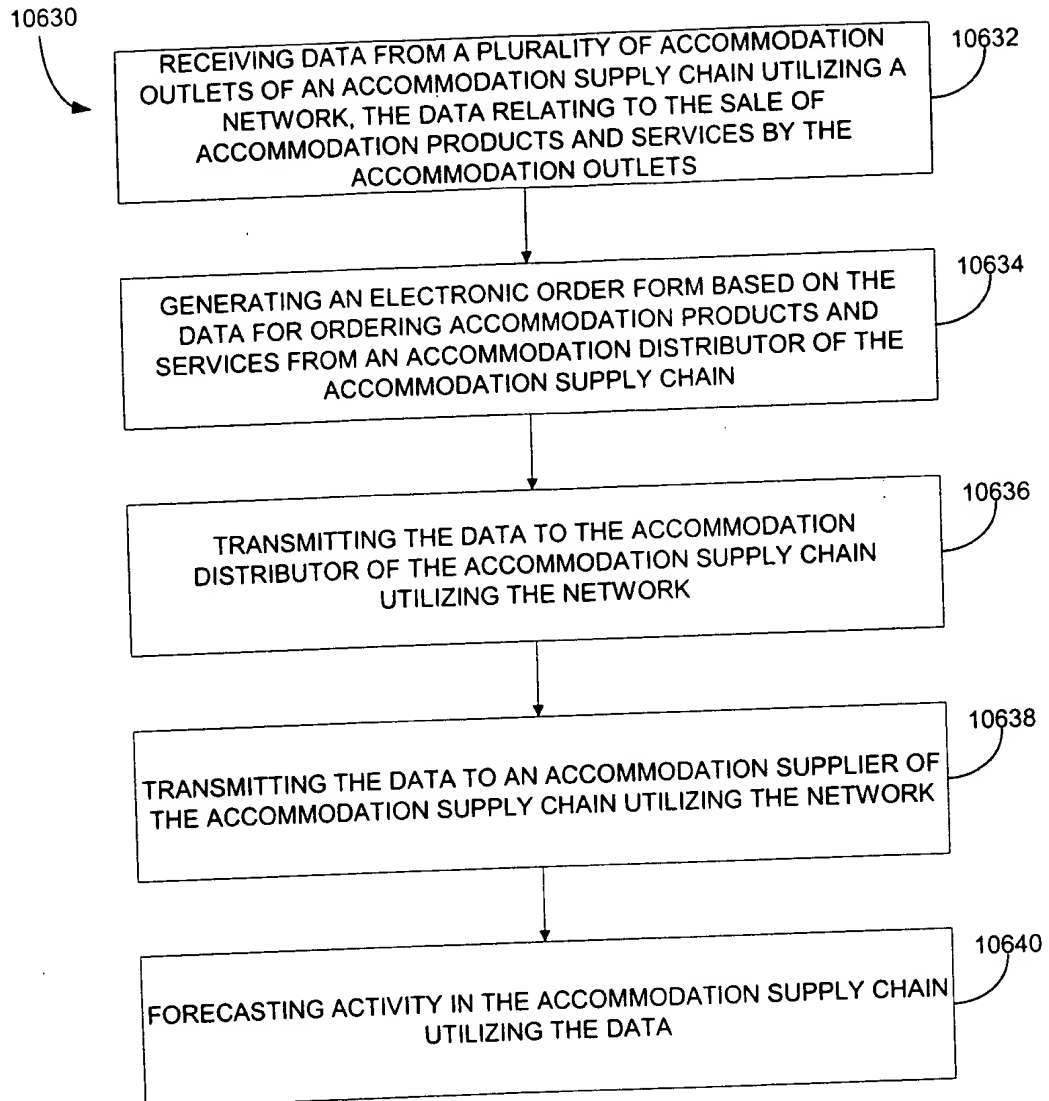


FIG. 106

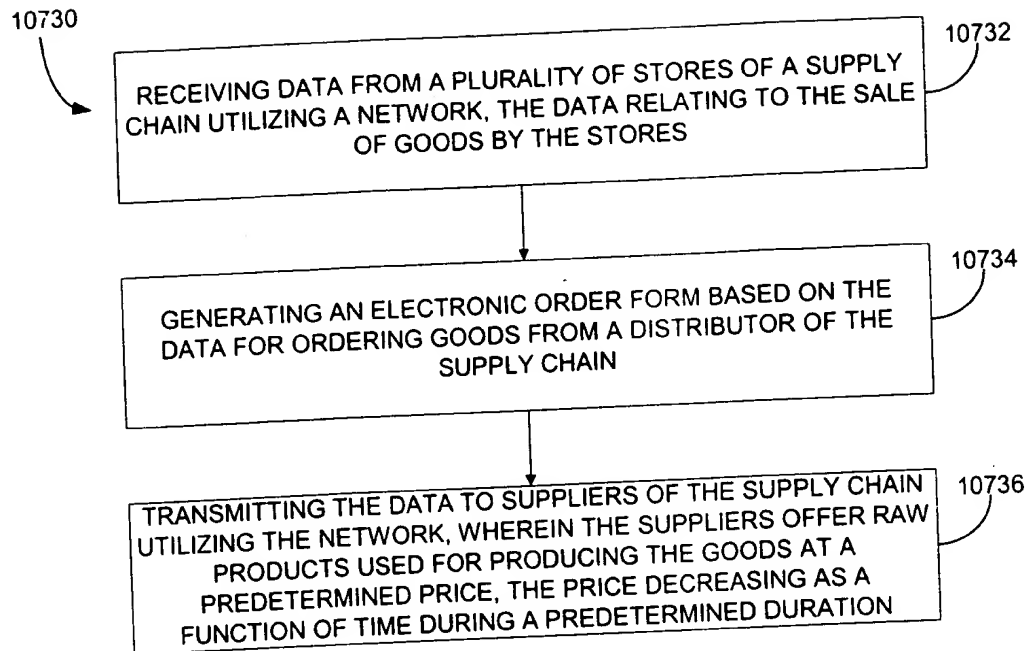


FIG. 107

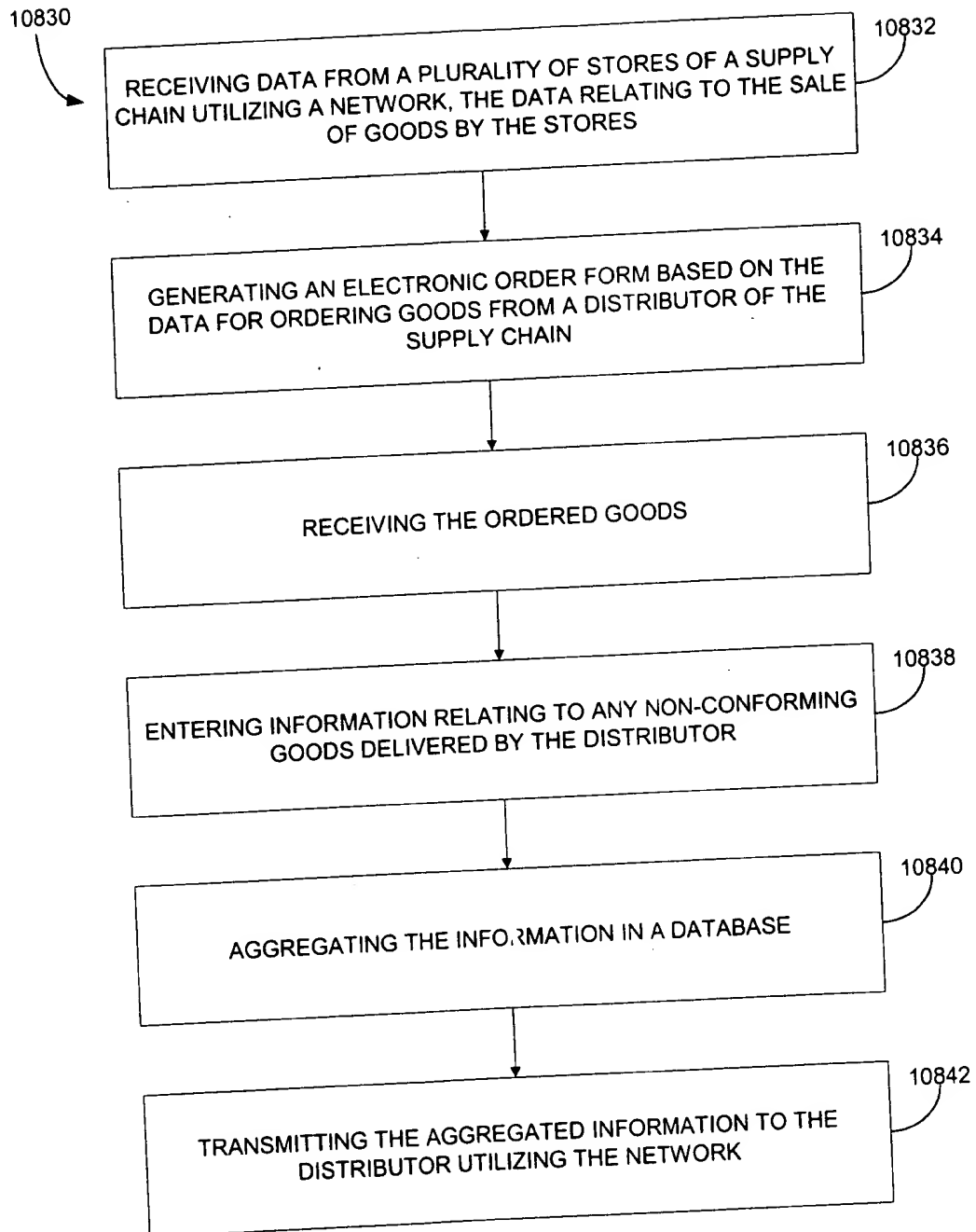


FIG. 108

10900

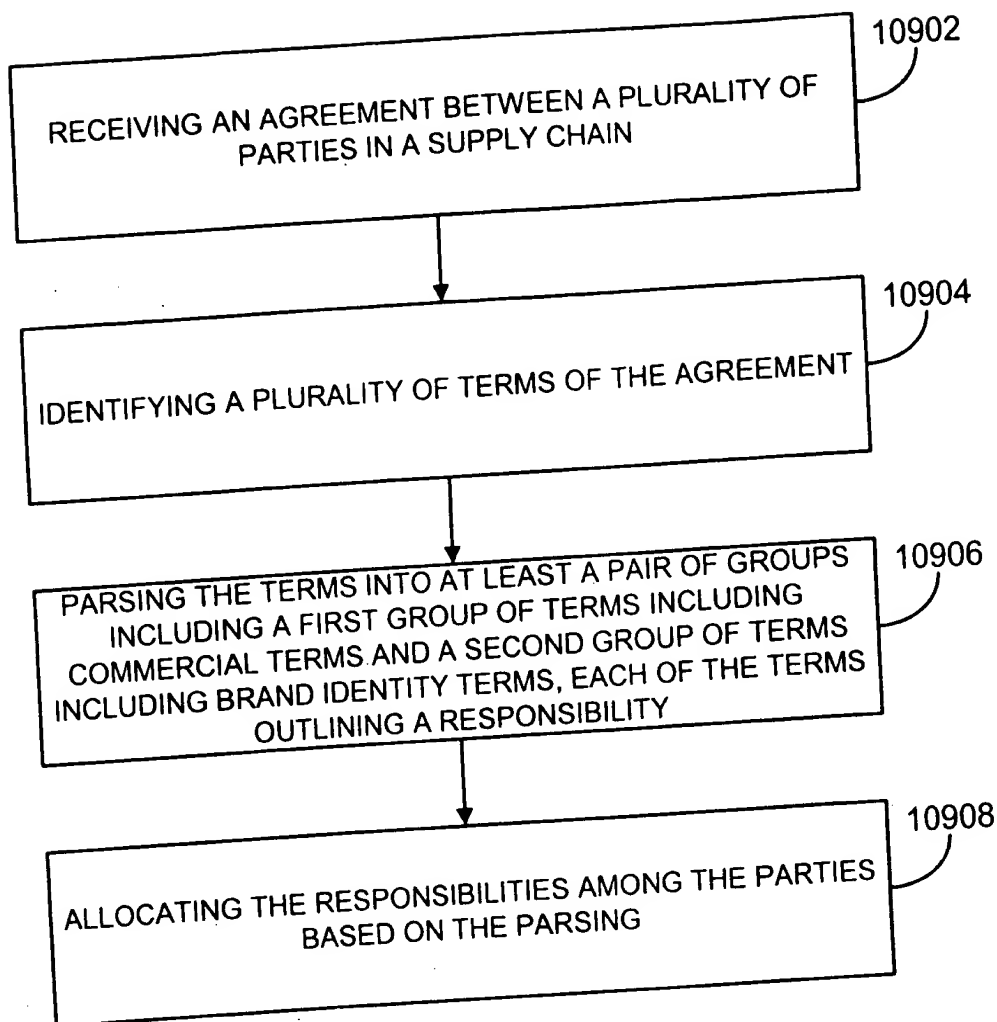


FIG. 109

11000

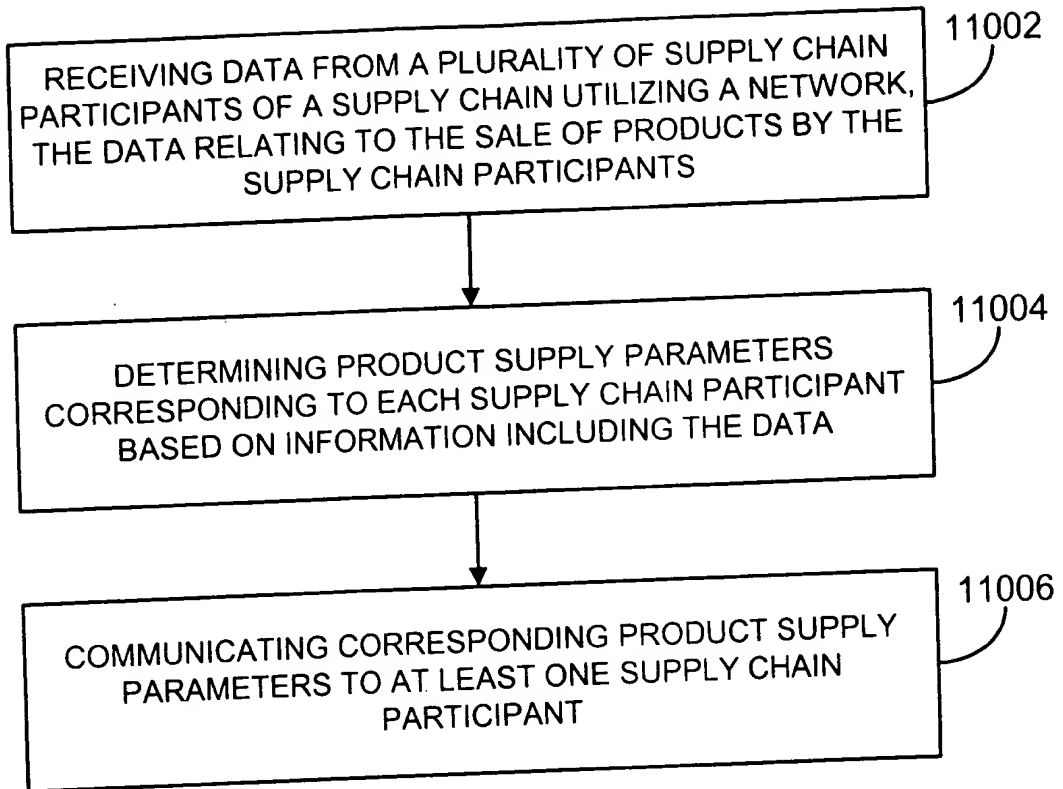


FIG. 110

11100

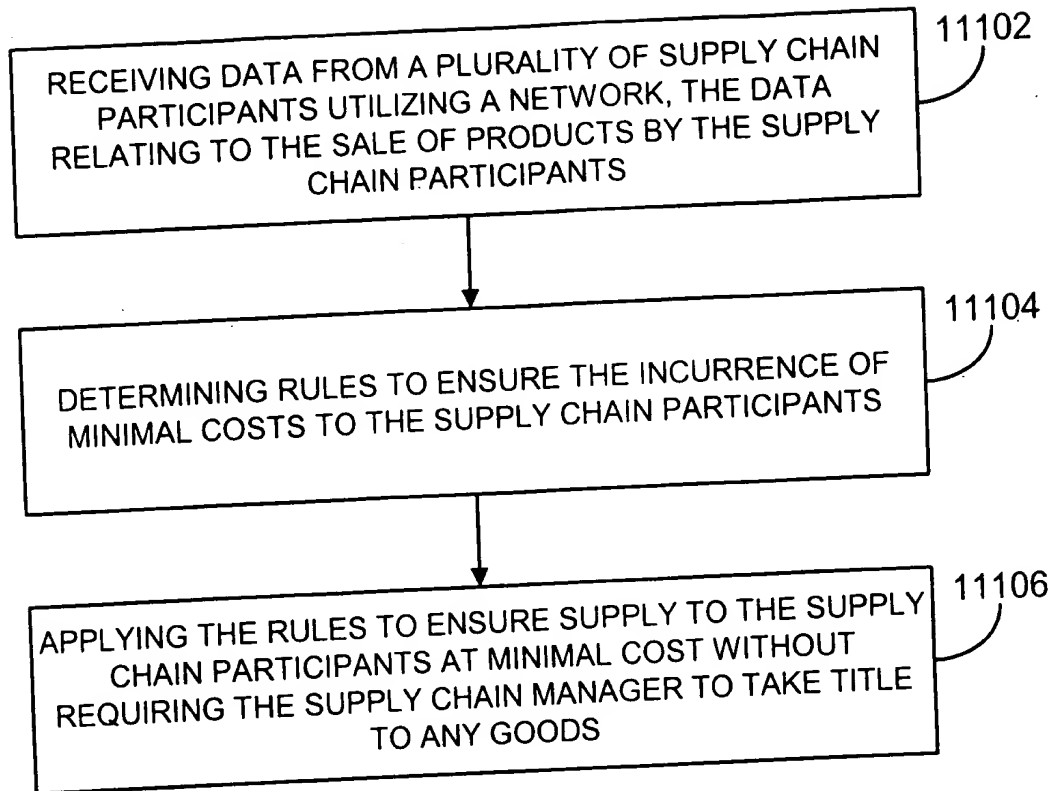


FIG. 111

11200

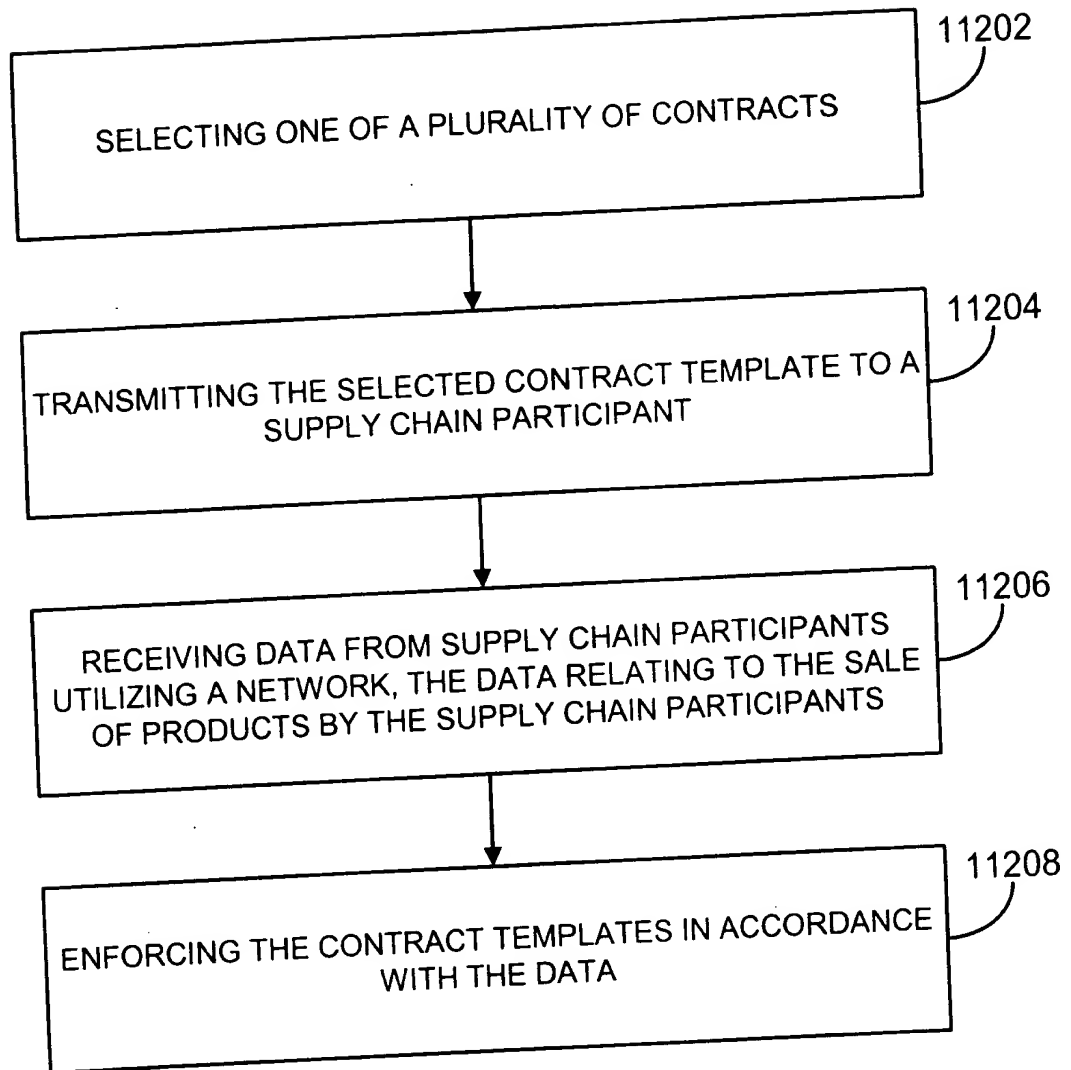


FIG. 112

11300

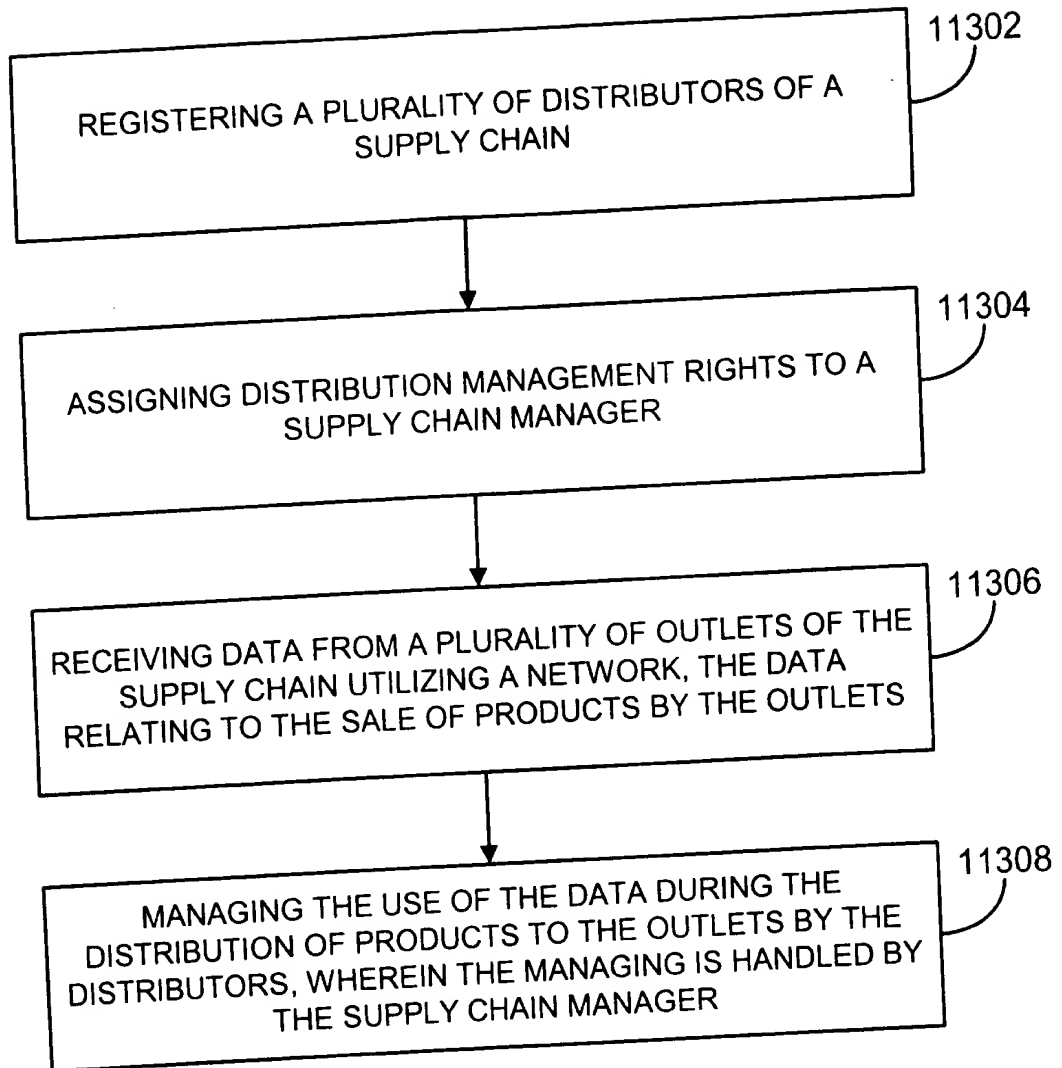


FIG. 113

11400

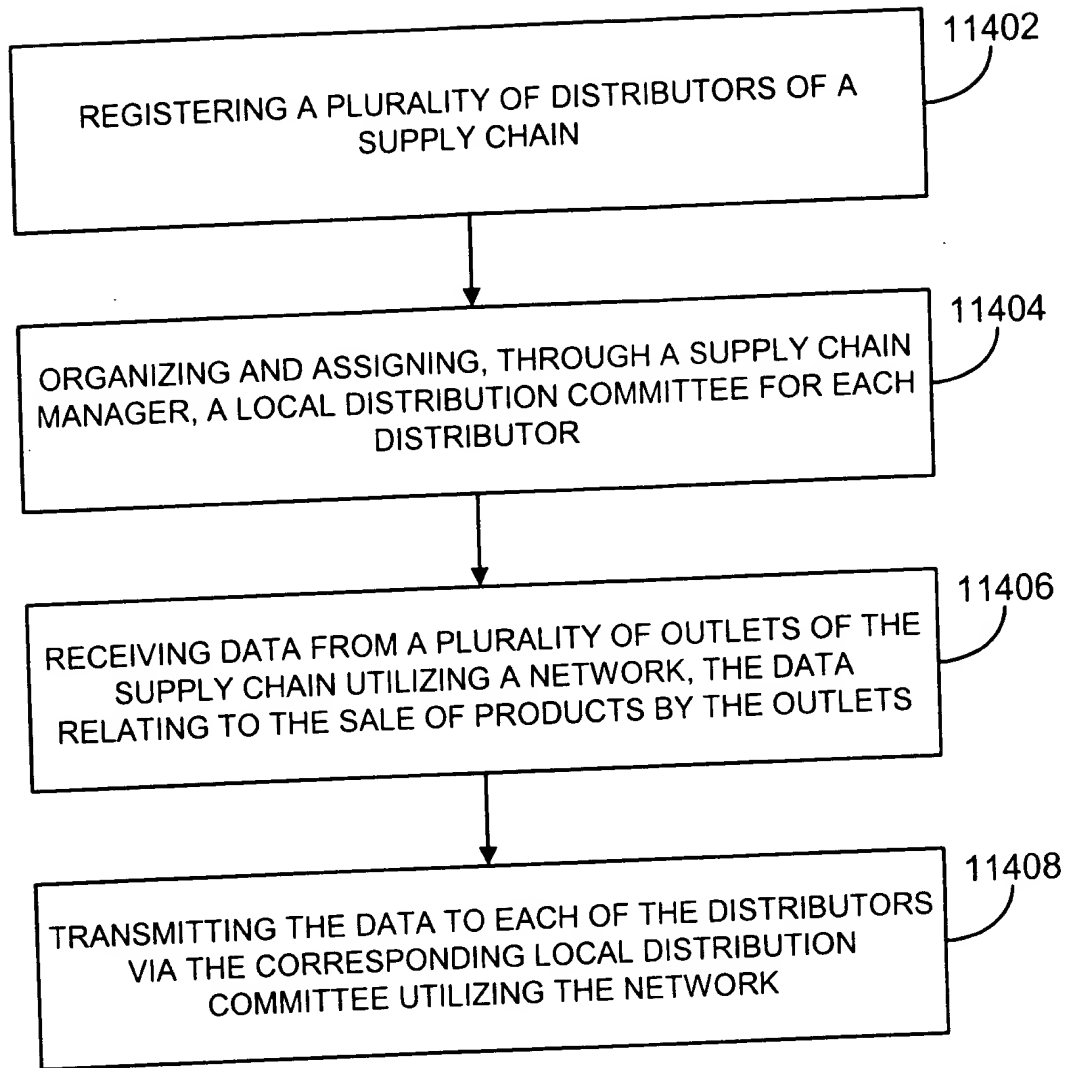


FIG. 114

11500

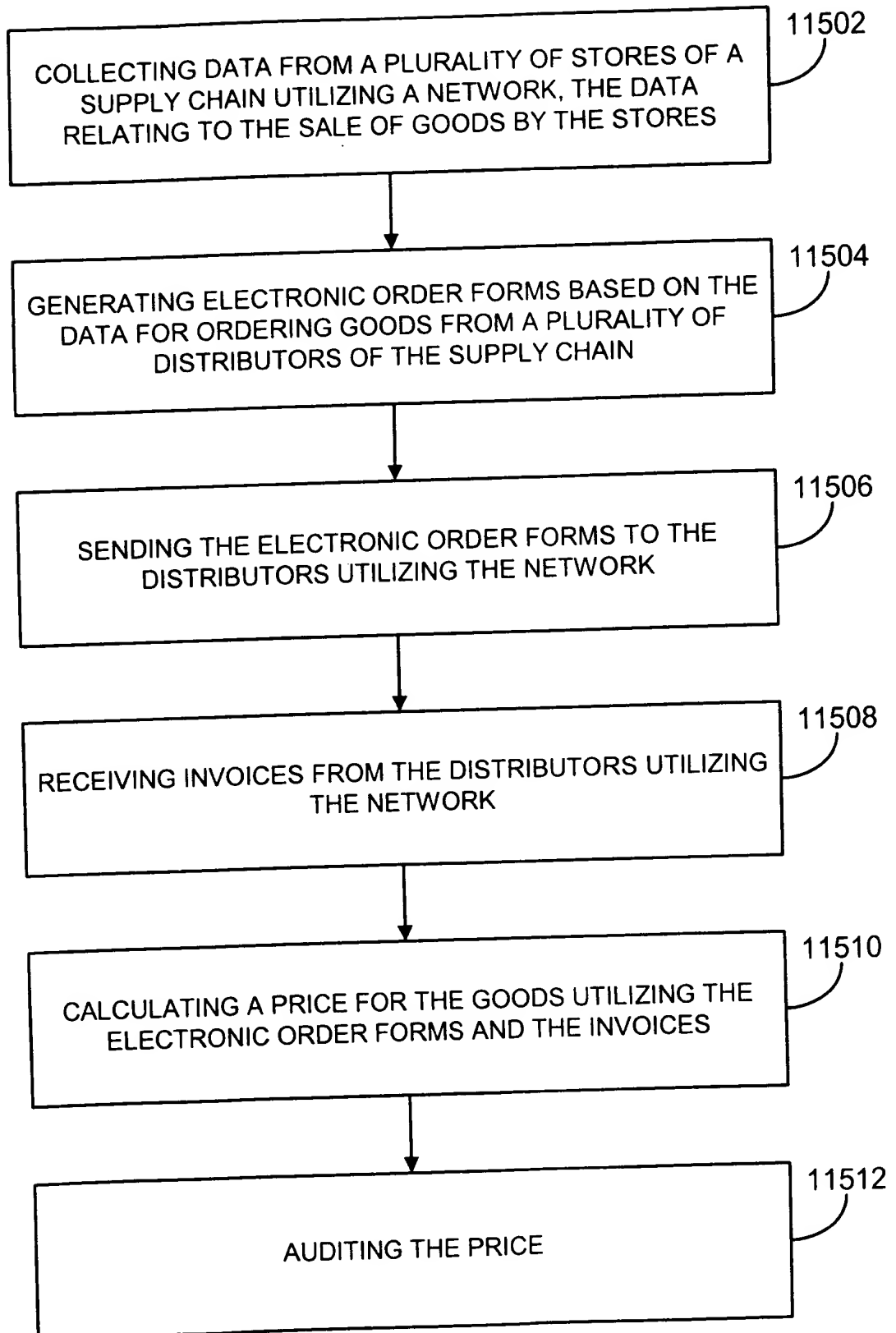


FIG. 115

11600

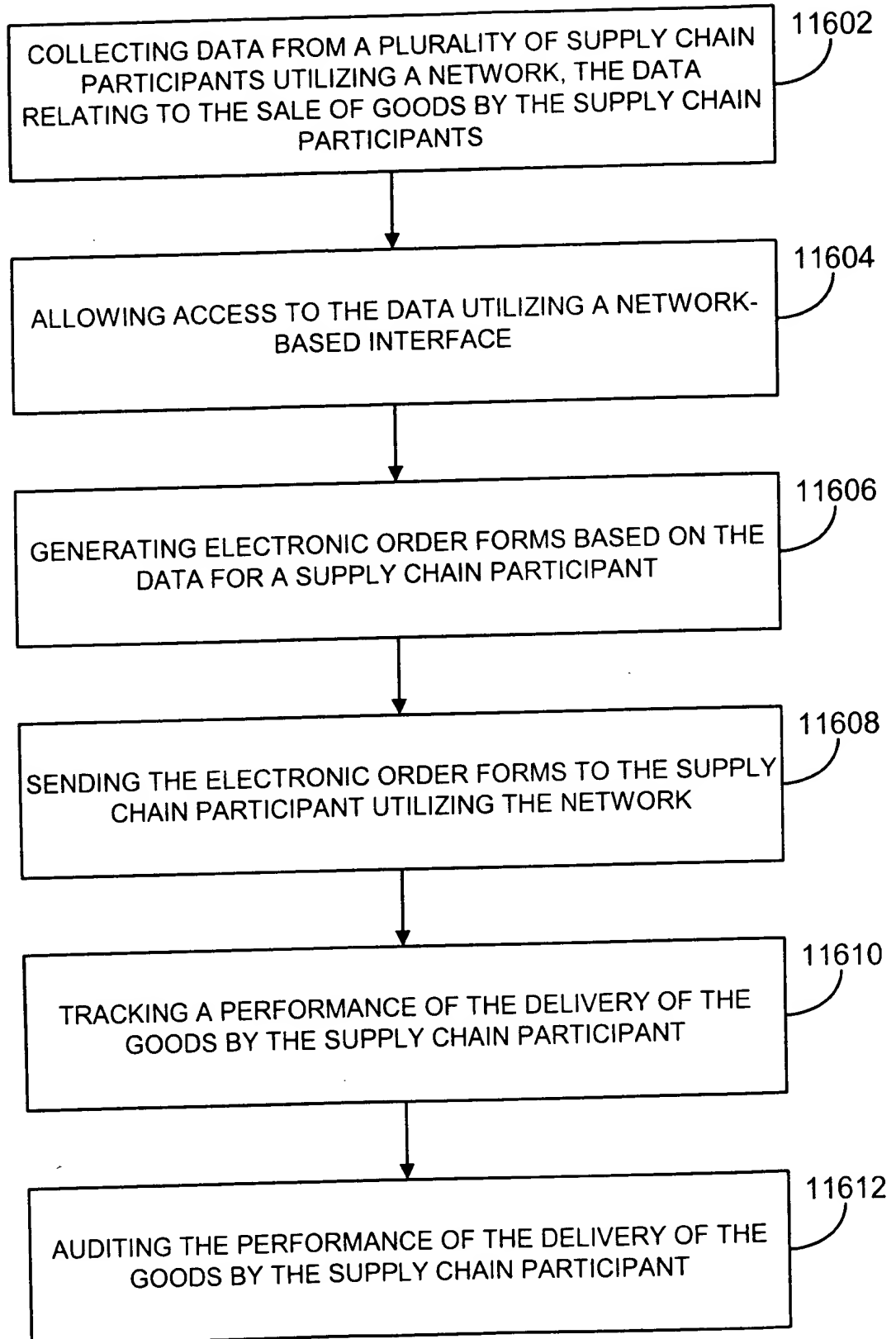


FIG. 116

11700

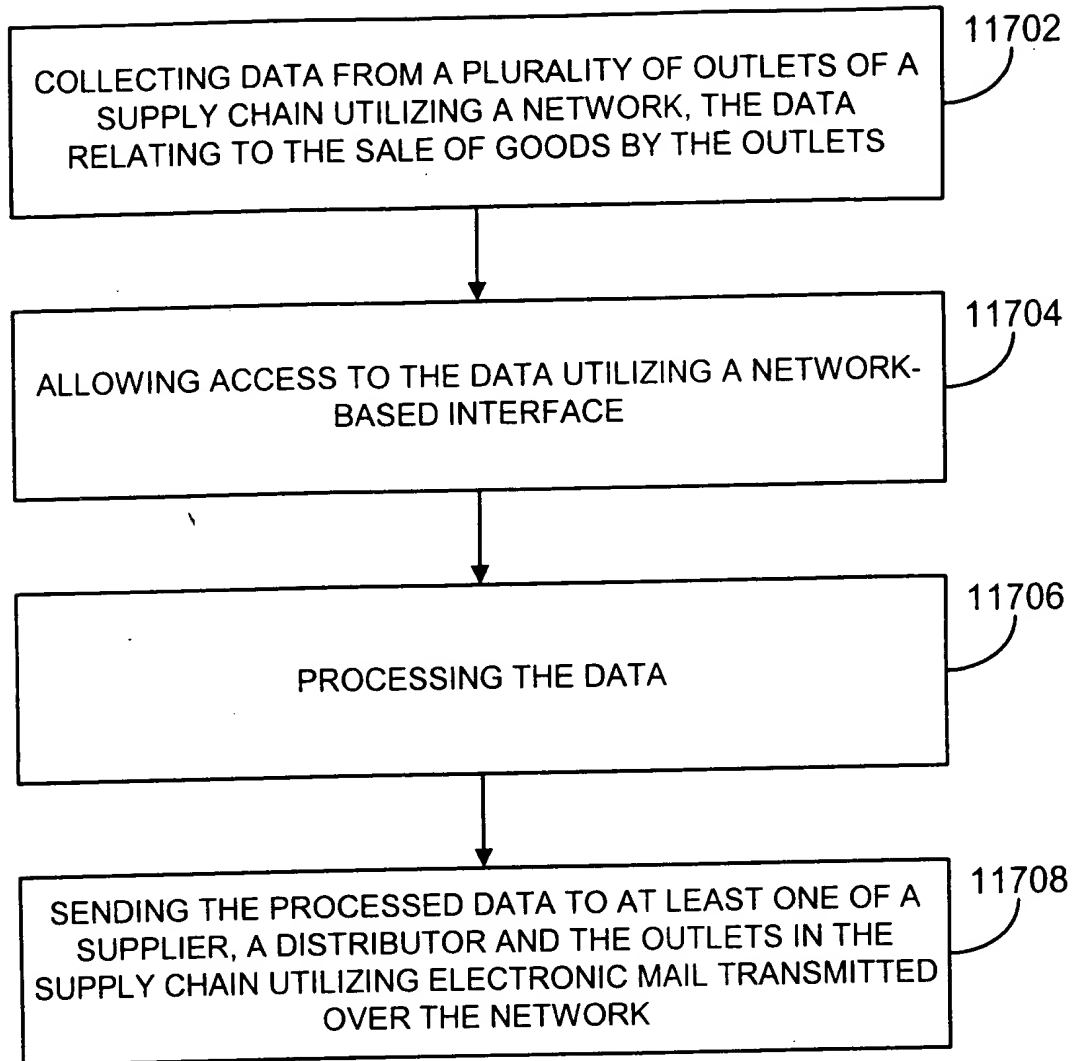


FIG. 117

11800

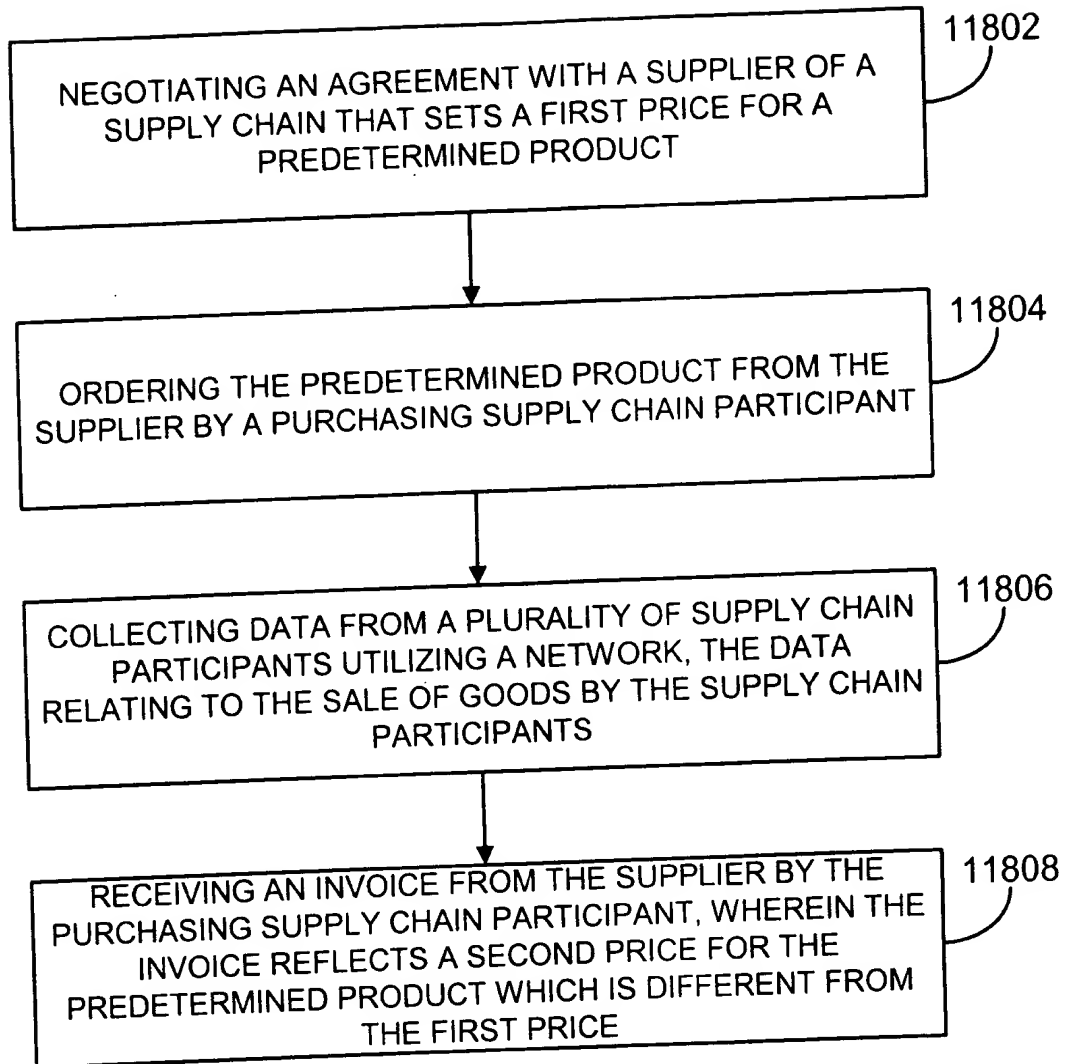


FIG. 118

11900

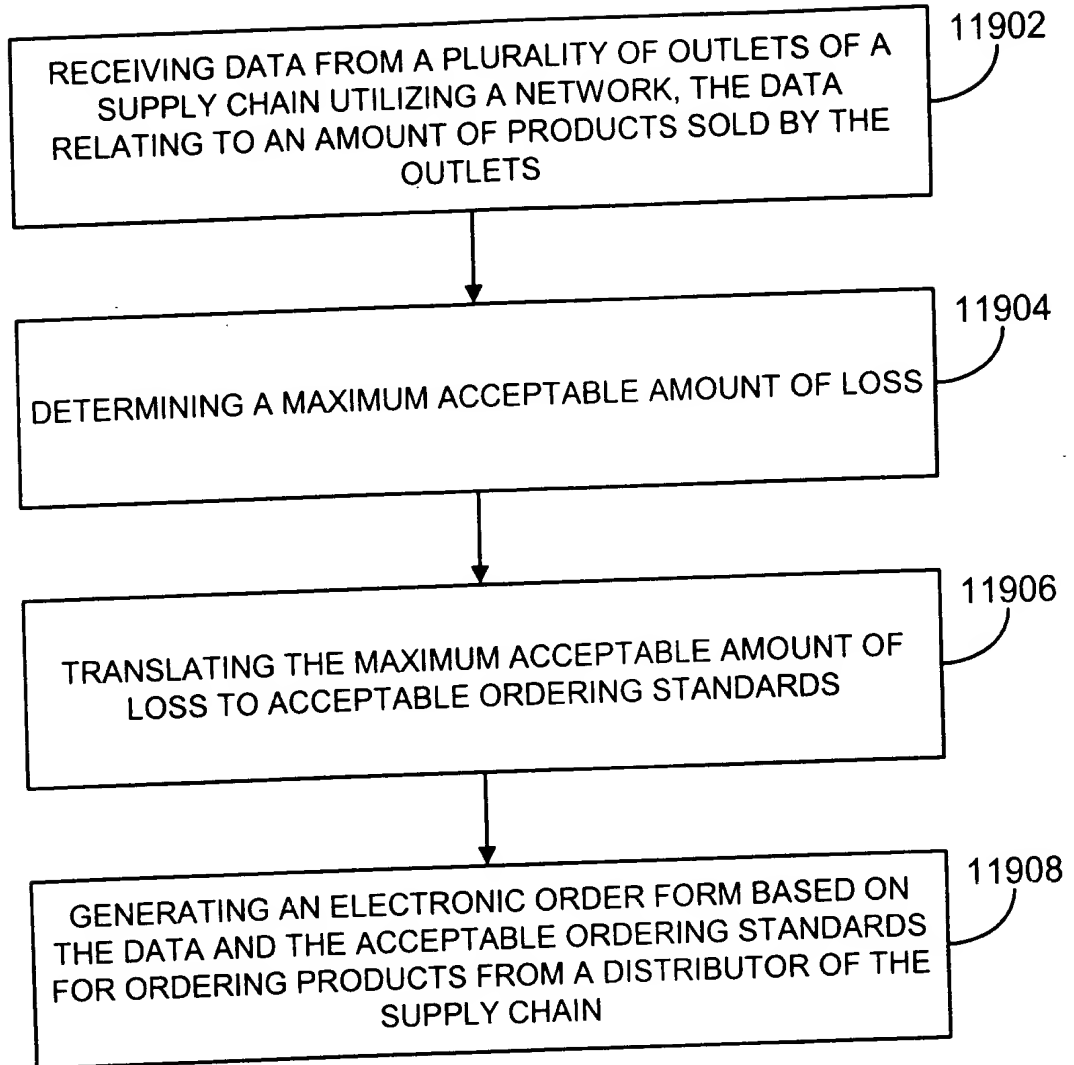


FIG. 119

12000

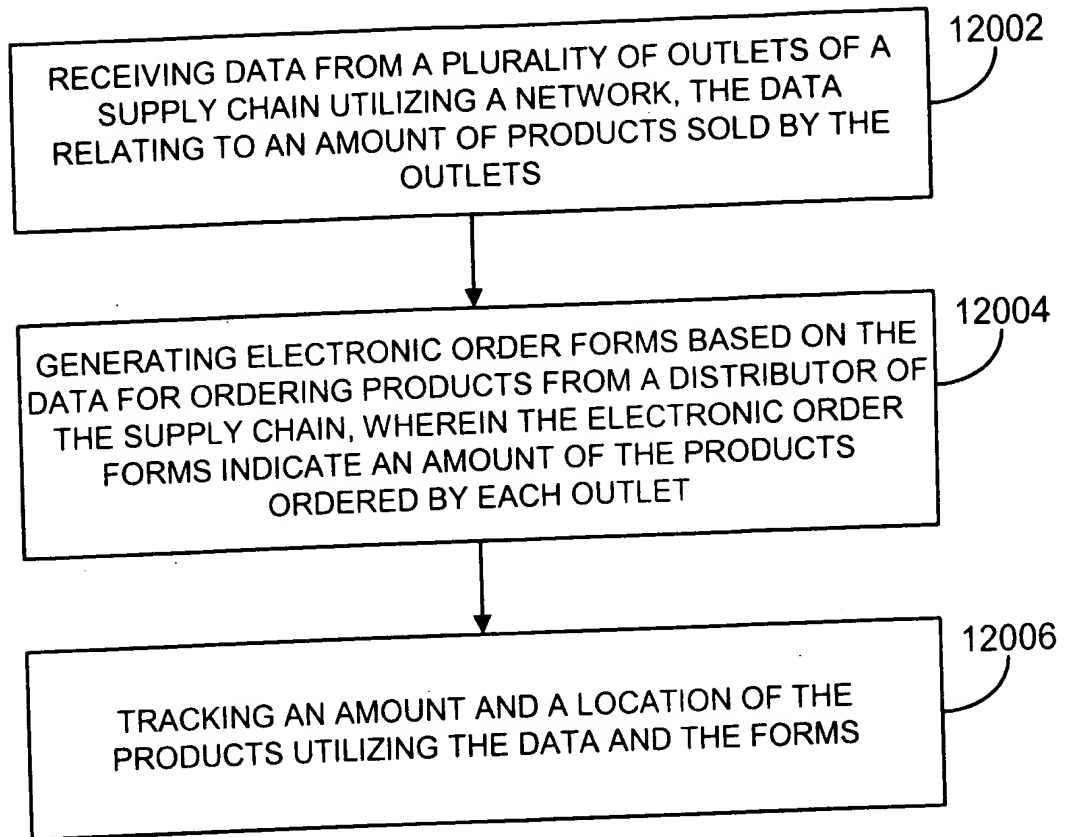


FIG. 120

12100

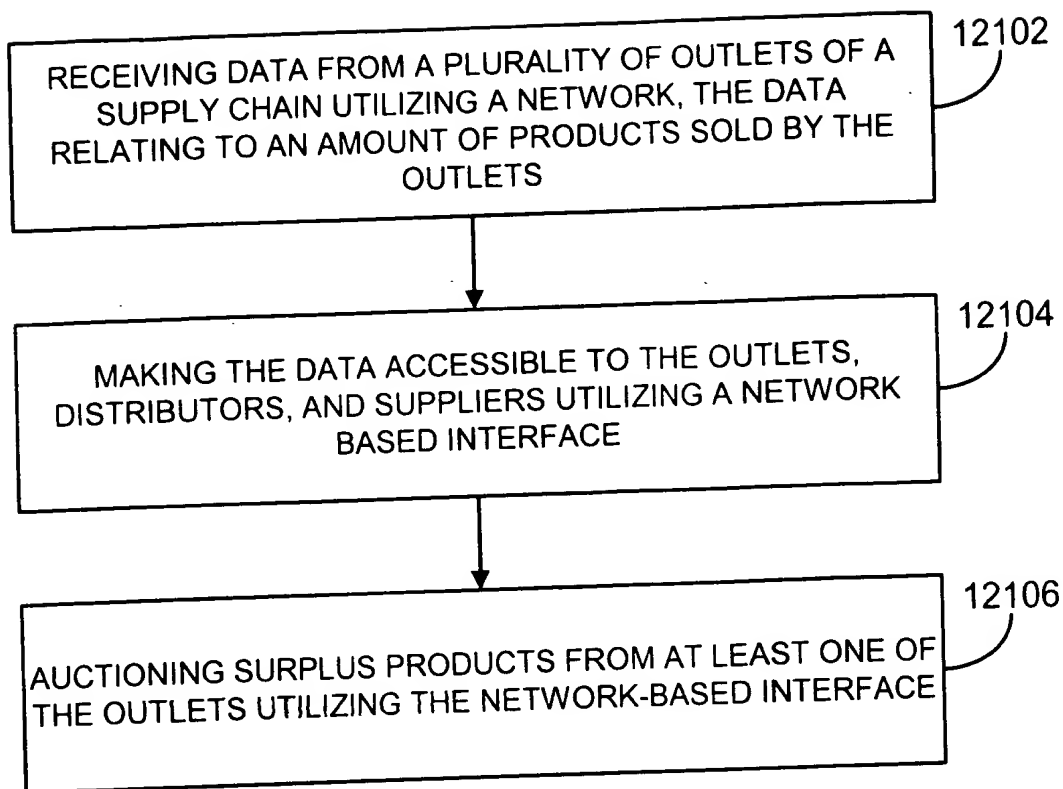


FIG. 121

12200

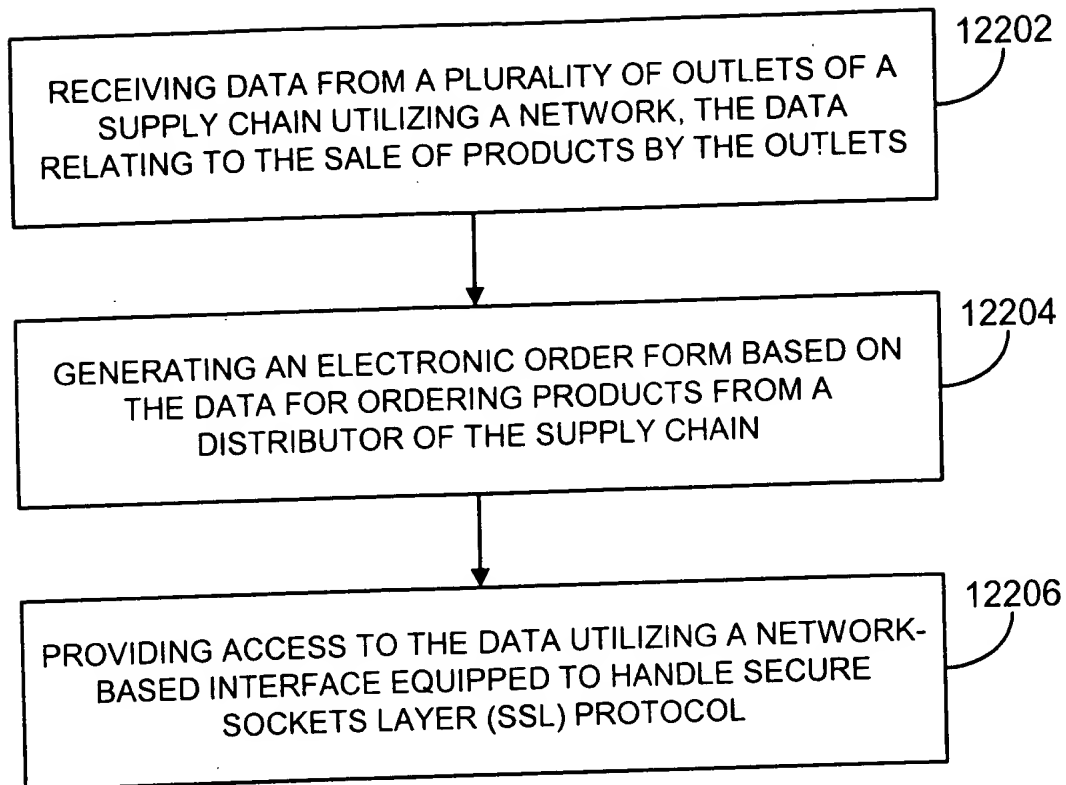


FIG. 122

12300

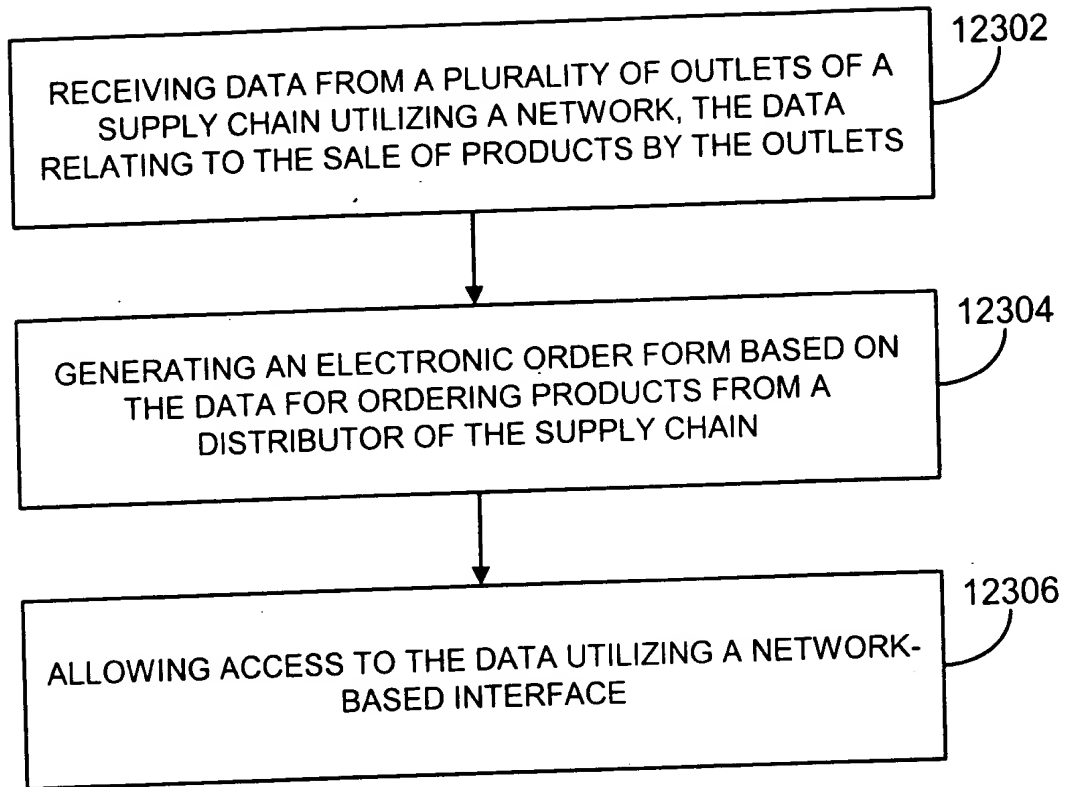


FIG. 123

12400

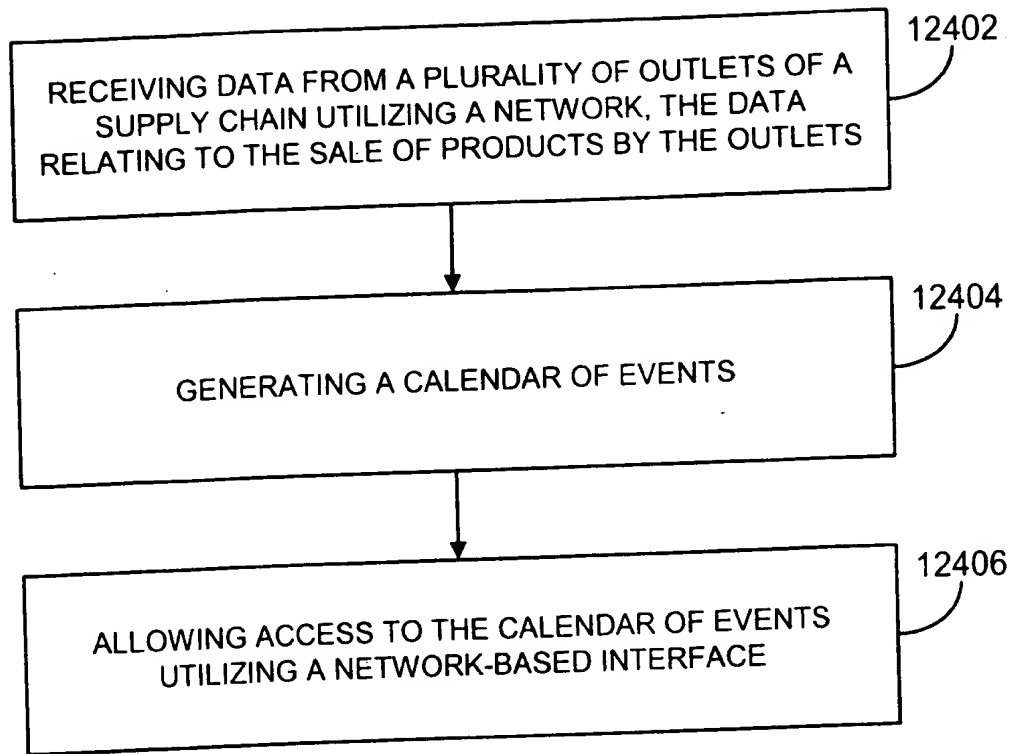


FIG. 124

12500

12502

Supply Patronage Sales/Inv Utilities Window

Supplier
Supplier Site
Distributor
DC

Least Cost Contract

Item Items...

FIG. 125

12600

12602

Sort Print New

FIG. 126

12700

12702

Item Desc: [text box]

Item Number: [text box]

Product Cat Code: [dropdown menu]

Status Code: Active [dropdown menu]

Item Rank: [dropdown menu]

FIG. 127

FIG. 128

12800



Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

12900



FIG. 129

13000

| | | | |
|----------------------------|---|--------------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39.00 |
| Case Dimension U/M: | NCH(S) | Gross Weight: | 39.00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | Bar Code: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

Site Information **Site Id:** 17355 **Site Role:** FOB Shipping Point
Site Name: TYSON FOODS - NEW HOLLAND, PA

FIG. 131

| | | | |
|-------------------------|----------------------------|--------------------|---------------------------|
| Site Information | | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | | Railroad Name: |
| Status: | Active | | Rail Sidings: |

FIG. 132

13300

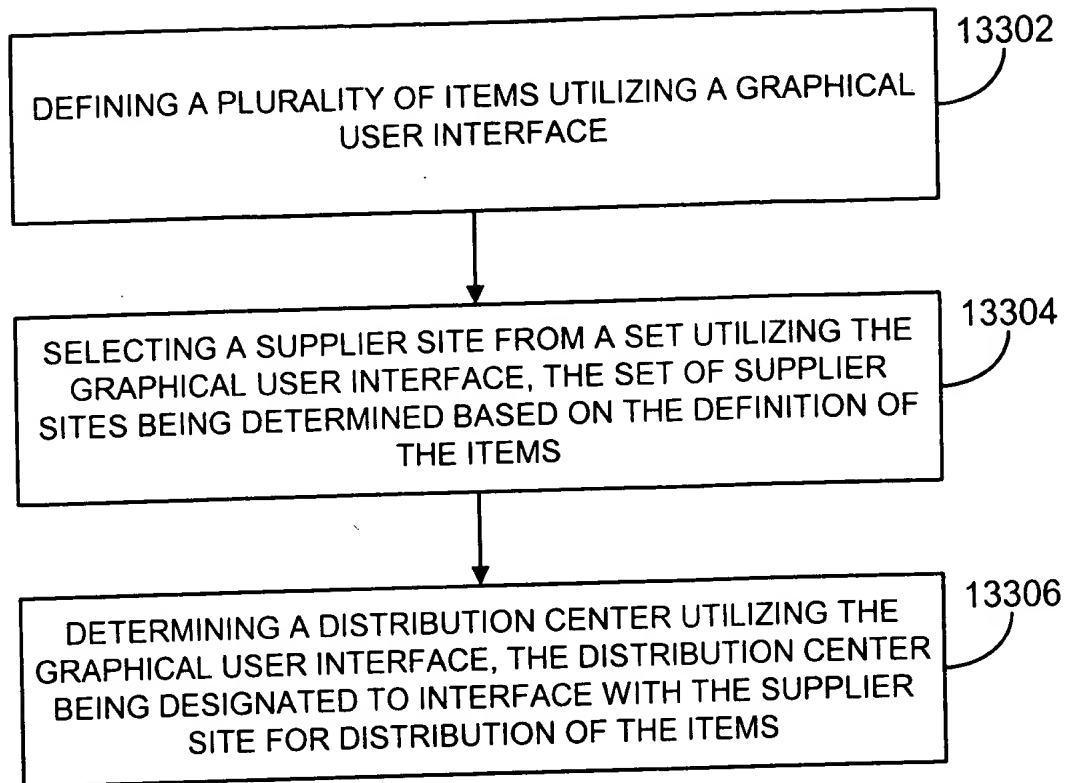


FIG. 133

13400

| | | | | | | | |
|-----------------|---|-----------|--------|------|--------|--------|--------------------------|
| Item: | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: | 7/1/96 | End: | 9/1/96 | Final: | <input type="checkbox"/> |
| Override Rules: | <input type="radio"/> Yes <input checked="" type="radio"/> No | Apply By: | Cell | | | | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800

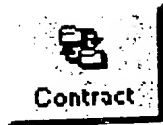


FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|--------------|--------|--------|
| 1 | TRUCKLOAD(S) | Pallet | |
| 1 | TRUCKLOAD(S) | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

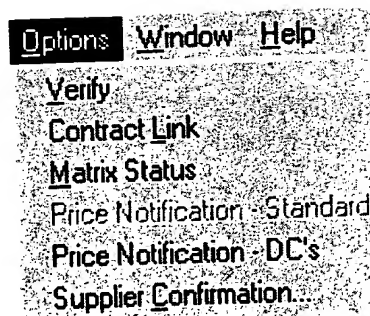


FIG. 141

14300

| | | |
|--------------------|-----------------------------------|----|
| Cost | Edit / View | F3 |
| Commodities | New (using previous matrix) | F4 |
| | New (build matrix) | F5 |
| Vendor Rating | | |
| Contact Management | Multi Item Price Notification ... | |

FIG. 143

14400

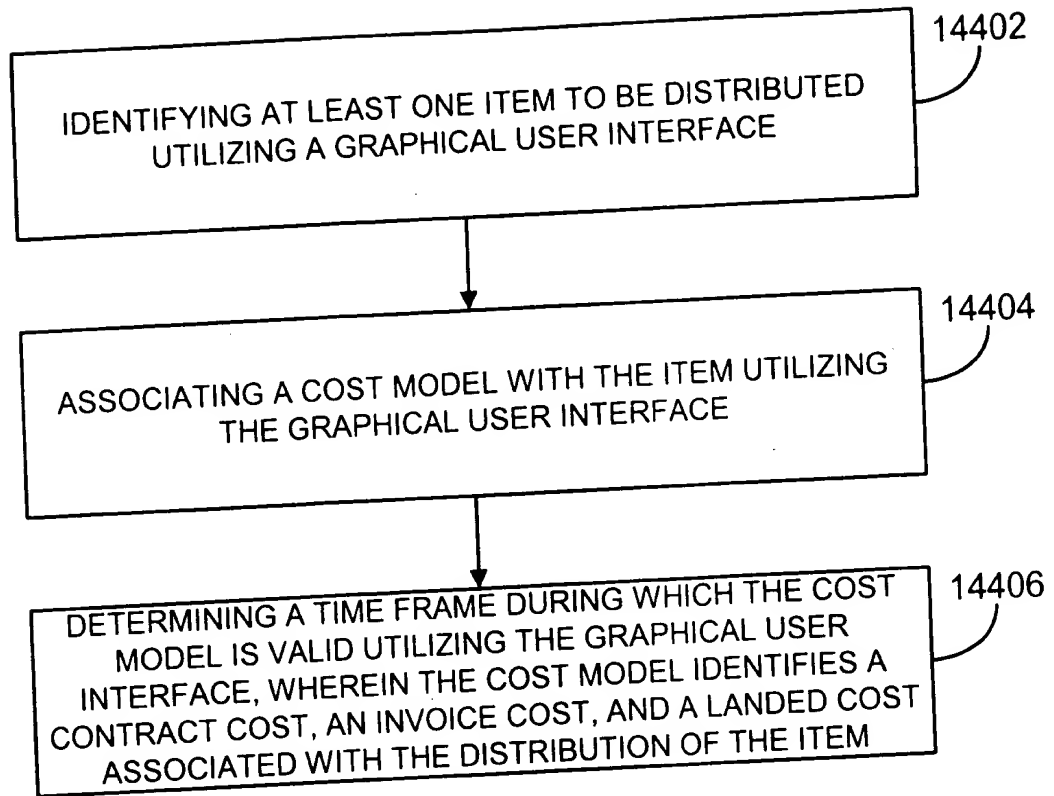


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Current Buyer Name:

FIG. 146

14700

| | |
|----------------------|--|
| Contract Start Date: | <input type="text" value="05/15/98"/> |
| Contract End Date: | <input type="text" value="12/31/02"/> |
| Execution Date: | <input type="text" value="5/15/98"/> |
| Effective: | <input type="text" value="Shipment Date"/> |
| Payment Terms: | <input type="text" value="Net 10"/> |

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|-------------------------|---|--|-------------------------------|
| BEEF - 77% | <input checked="" type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ | <input checked="" type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ | <input checked="" type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

New Items...

Delete Item...

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300

Exhibit C

FIG. 153

15400

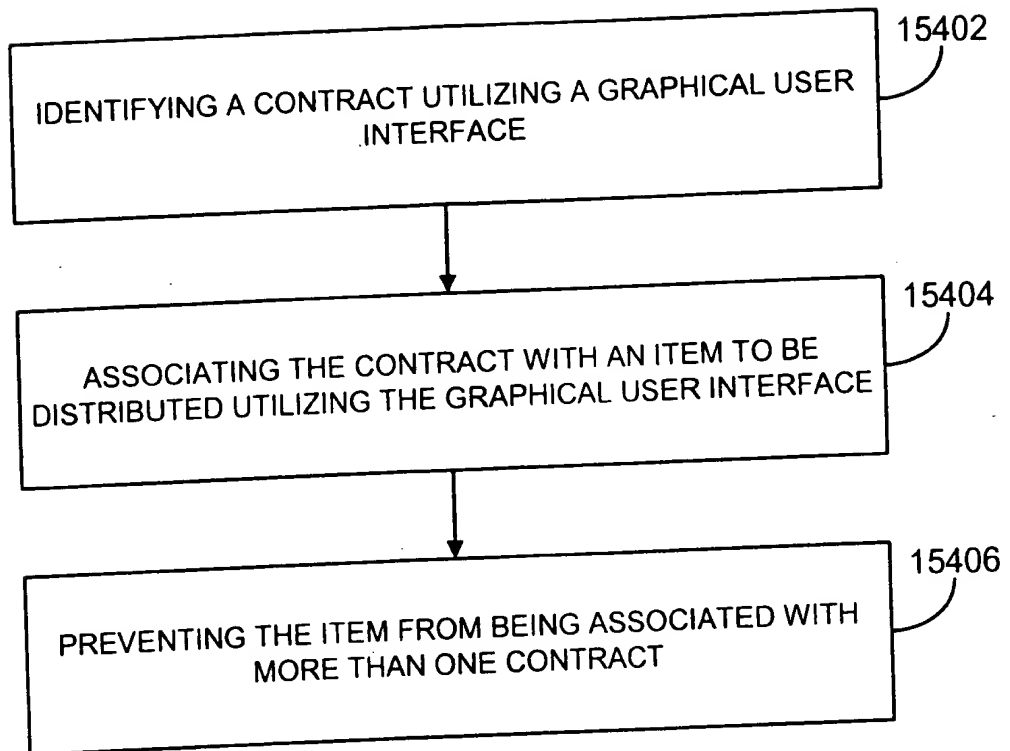


FIG. 154

FIG. 155

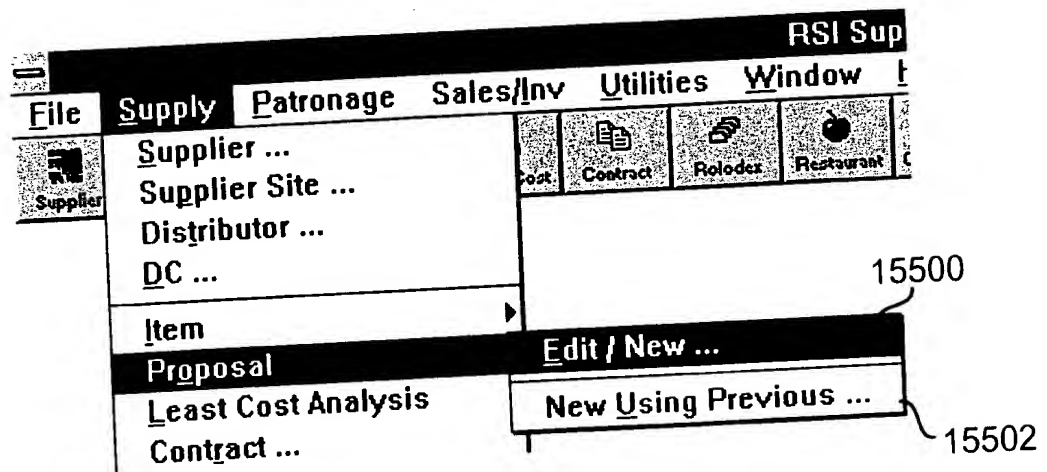


FIG. 155

FIG. 156

Figure 1. The effect of the concentration of the *Agrobacterium* strain on the transformation efficiency of *Agrobacterium* strain 101. The concentration of the *Agrobacterium* strain 101 was varied from 10⁵ to 10⁸ cells/ml. The transformation efficiency was determined by the number of transformants per 10⁵ cells of the *Agrobacterium* strain 101. The data are the mean \pm SD of three independent experiments. The transformation efficiency was significantly higher at 10⁷ cells/ml than at 10⁵ and 10⁶ cells/ml ($P < 0.05$).

15700



FIG. 157

15800

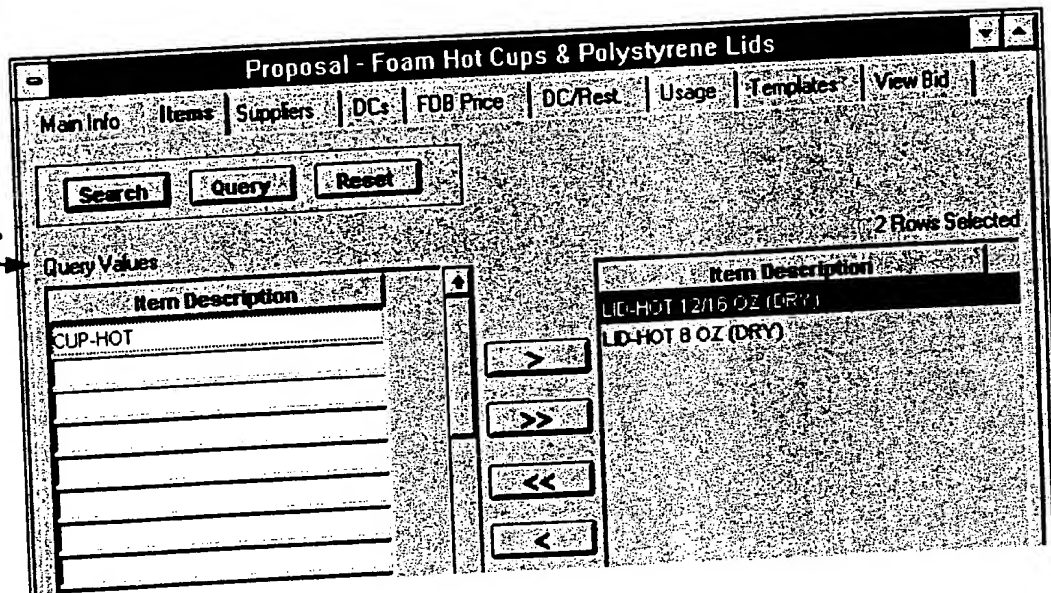


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found

| Item Description | |
|------------------------|-----|
| CLIP-HOT 12 OZ (PAPER) | DRY |
| CLIP-HOT 16 OZ (PAPER) | DRY |
| CLIP-HOT 8 OZ (PAPER) | DRY |

15902

15904

5 Rows Selected

| Item Description |
|-------------------------------|
| CLIP-HOT 12 OZ (DRY) |
| CLIP-HOT 16 OZ (500 CT) (DRY) |
| CLIP-HOT 8 OZ (DRY) |
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component |
|------------------|----------------------|
| MAYO-BULK | Mayonaise Components |
| | (None Selected) |
| | Generic FOB Pricing |
| | Mayonaise Components |

FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.28 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 |

FIG. 161

16200

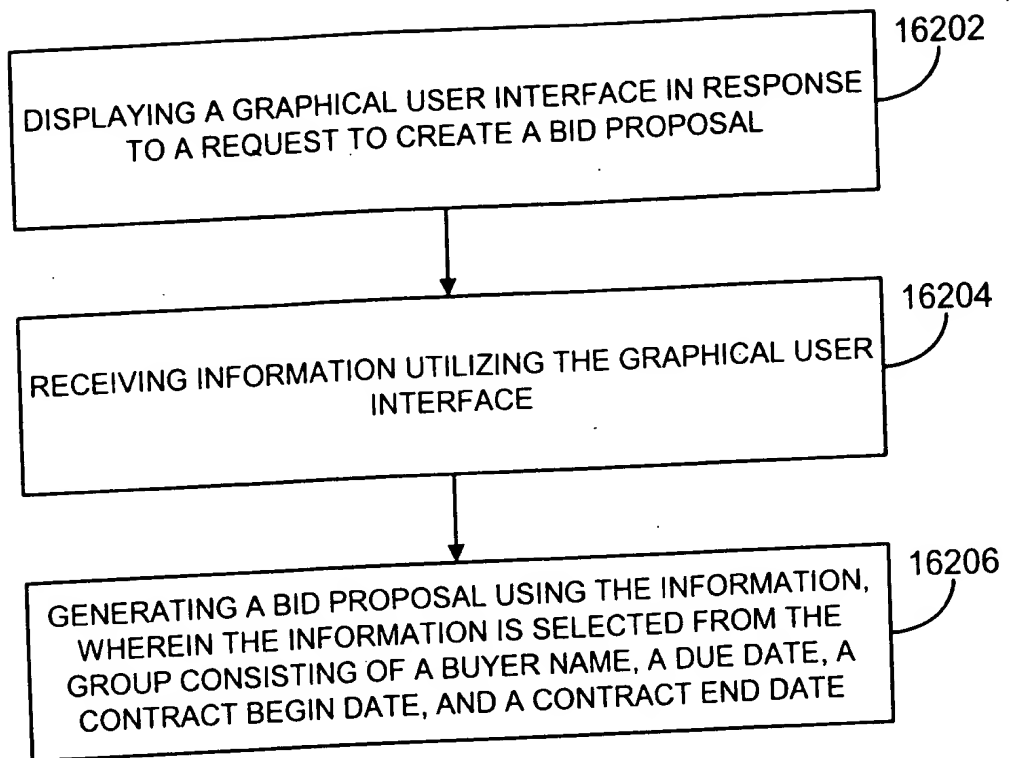


FIG. 162

16300



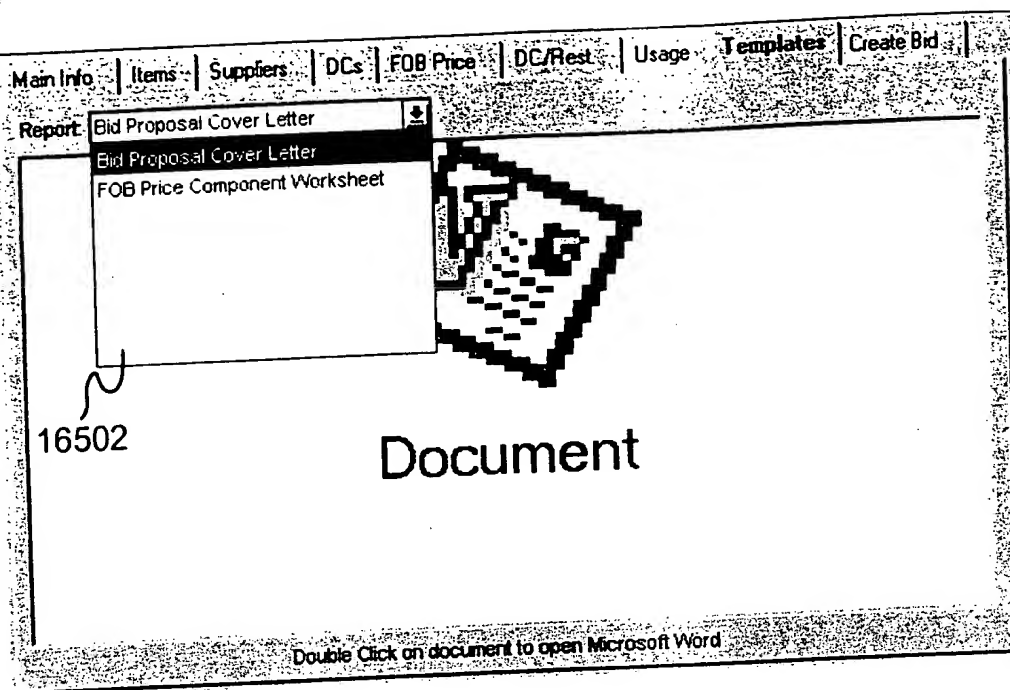
FIG. 163

16400

| | Supply | MS | Editable |
|------------------------------|--------|------|----------|
| | | Word | Y/N |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | ? | | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | ? | | N |
| BK Specification Request | ? | | N |
| FOB Price Component | ? | | N |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

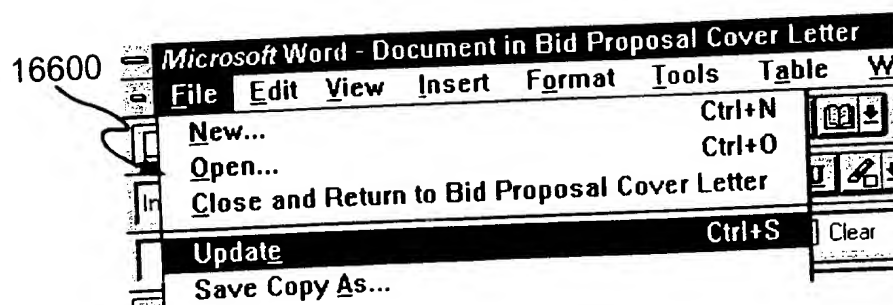
16500



16502

Document

FIG. 165



16600

FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | Cost |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/> | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/> | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| Usage Estimates <input checked="" type="checkbox"/> | LTL Freight Worksheet <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> | |
| Item Information Worksheet <input checked="" type="checkbox"/> | Blank Sheets |
| Sample Supply Agreement <input checked="" type="checkbox"/> | Supplier Facility Worksheet <input checked="" type="checkbox"/> |
| BK Specification Request <input checked="" type="checkbox"/> | Item Information Worksheet <input checked="" type="checkbox"/> |
| | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| | LTL Freight Worksheet <input checked="" type="checkbox"/> |

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800



FIG. 168

16900

Report: 7/2/97

| Item Information Worksheet | Supplier: (all) |
|-------------------------------|----------------------------------|
| Bid Proposal Cover Letter | |
| FOB Price Component Worksheet | |
| General Terms & Conditions | |
| Item Information Worksheet | Restaurant Services, Inc. |
| LTL Freight Worksheet | ATTY |
| Sample Supply Agreement | |
| Supplier Facility Worksheet | DS |

FIG. 169

17000

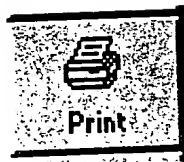


FIG. 170

17100



FIG. 171

FIG. 170

17200

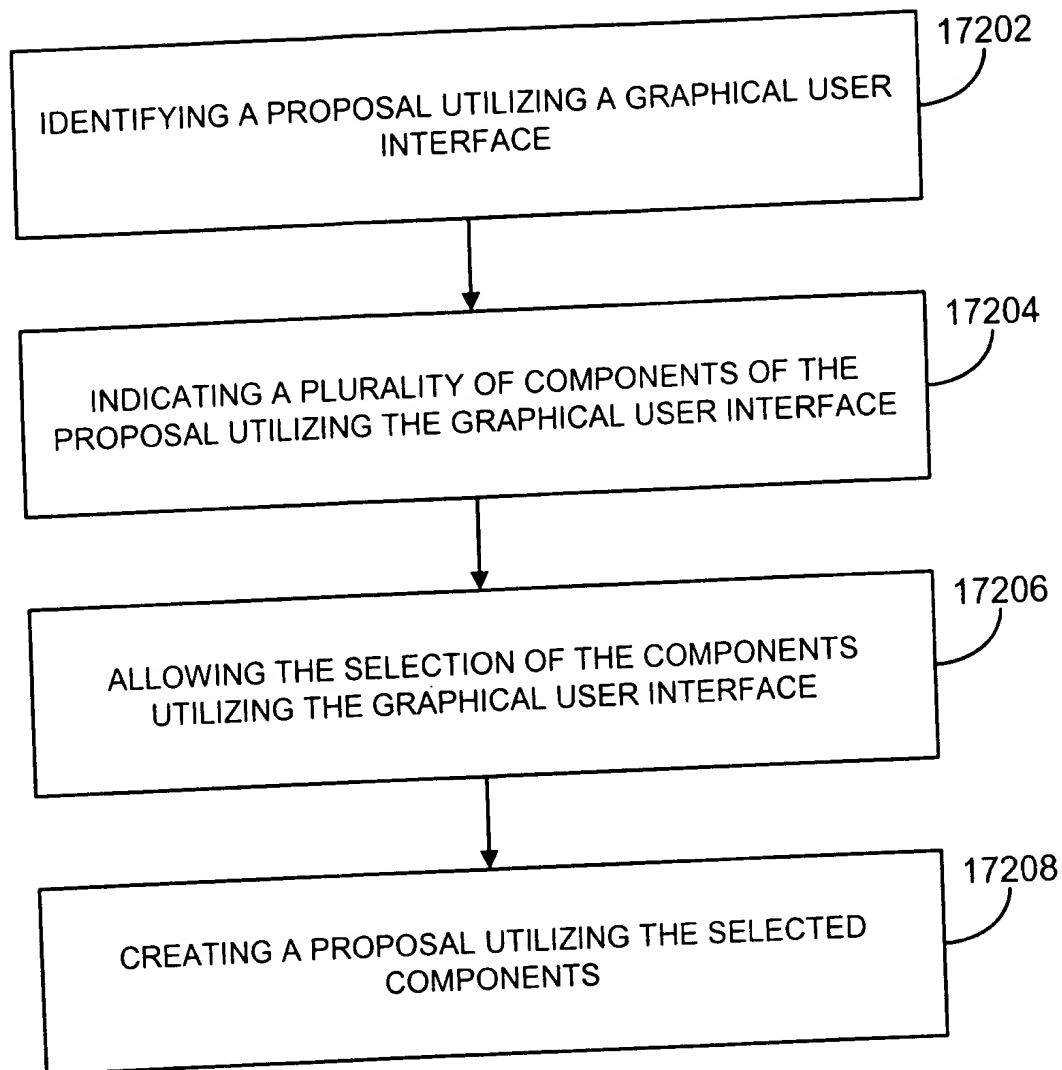


FIG. 172

17300



FIG. 173

17400

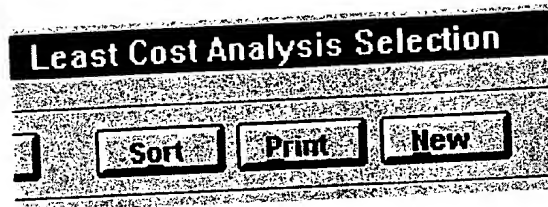


FIG. 174

17500

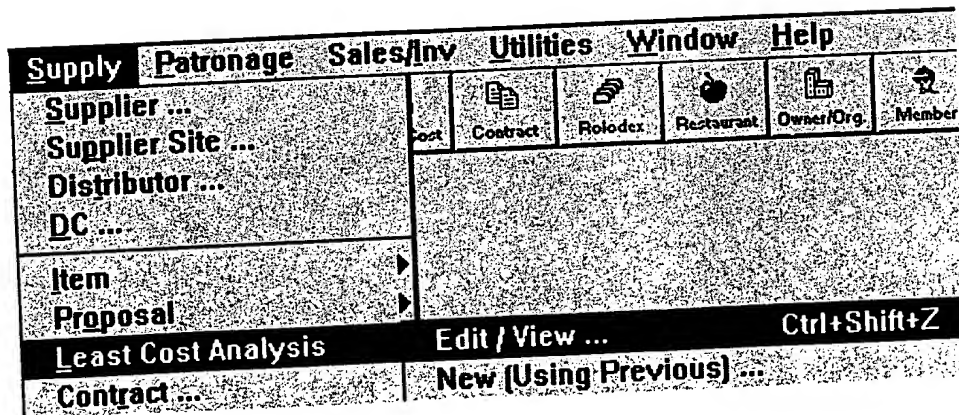


FIG. 175

17700

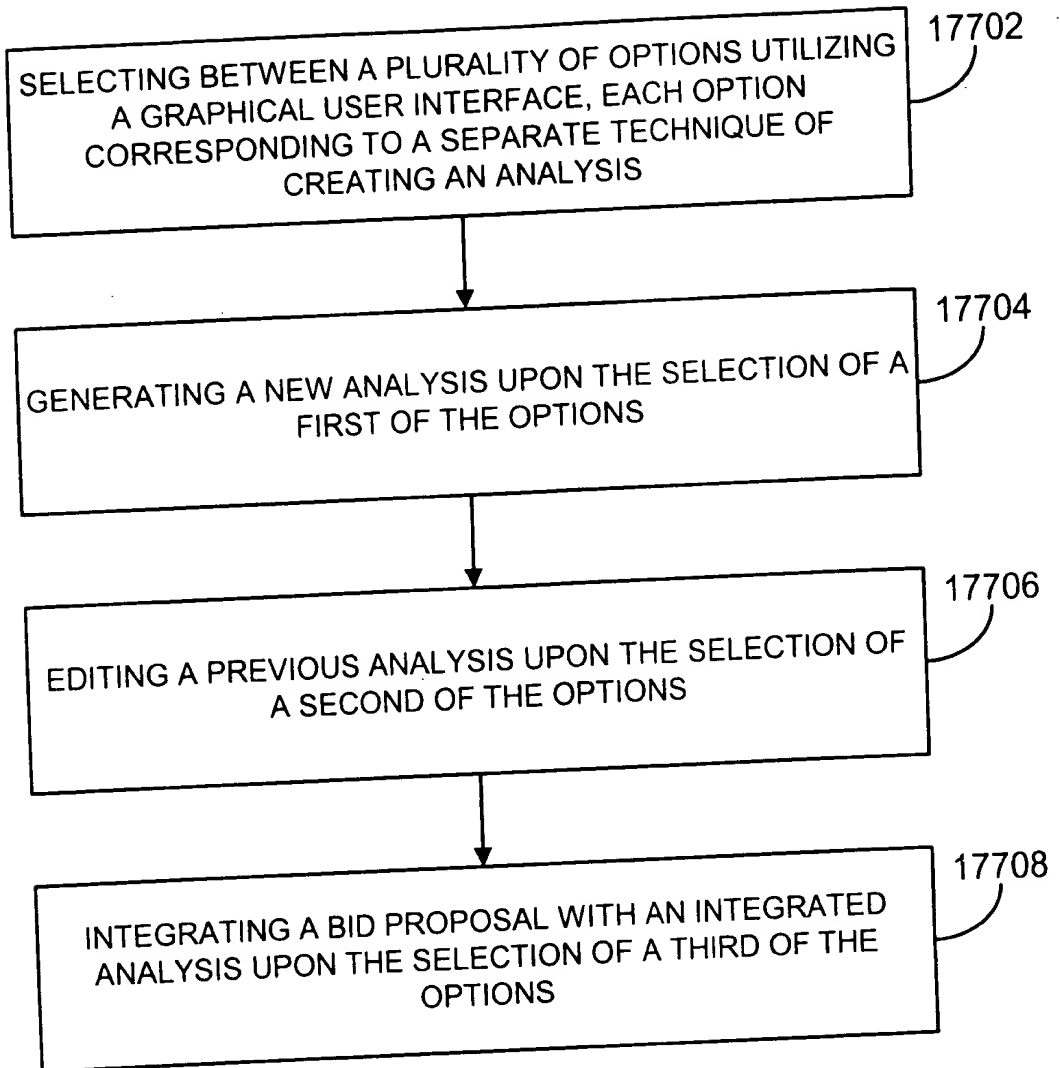


FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version
What is the max # of FOB points to allocate to each DC ? One FOB
What is pricing method for this version ? FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000
Override RDC Truckload Validation? No
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

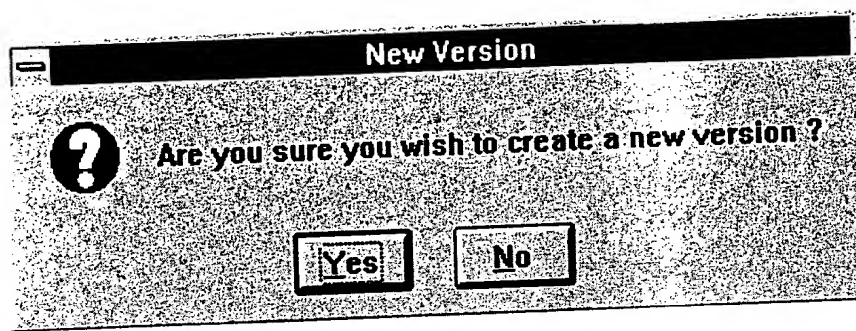


FIG. 181

FIG. 180

18200

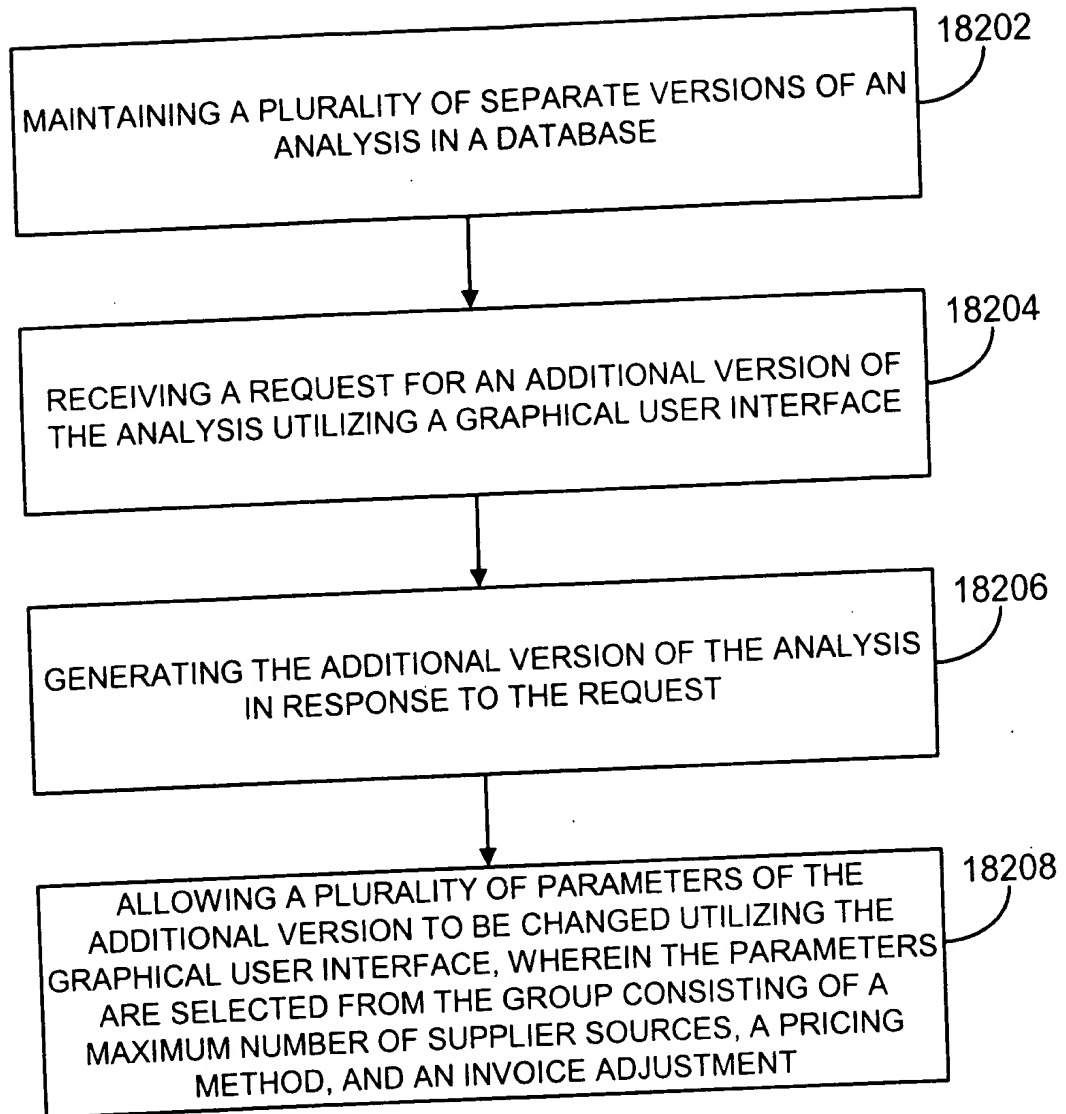


FIG. 182

FIG. 183

18300

Search Query Reset

Query Values

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |

>

>>

7 Rows Selected

| Supplier FOB |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400

| Item Description | Conv. Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

FIG. 184

18500

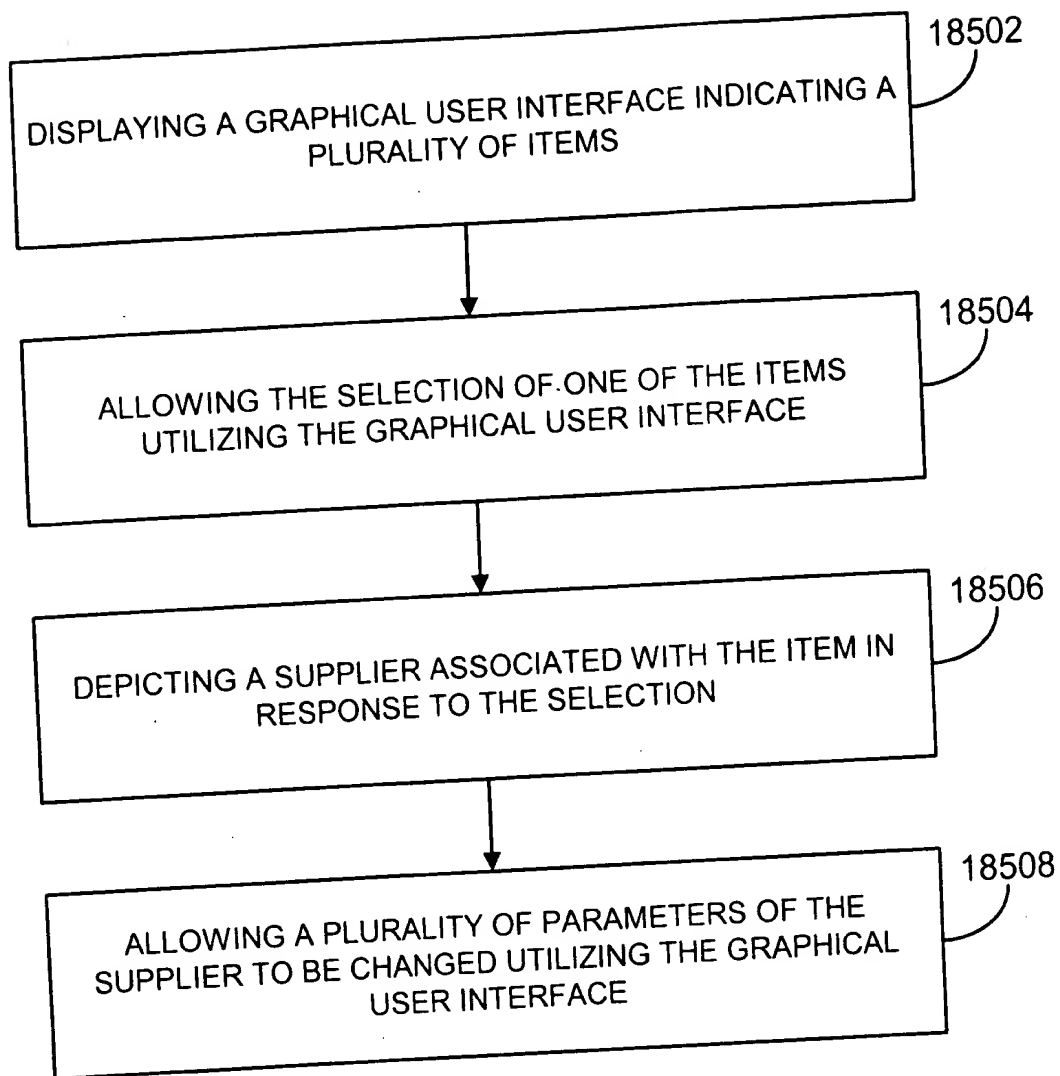


FIG. 185

18600

| Item Description | | Supplier FOB | |
|------------------|--|---------------------|--|
| CUP-COLD 16 OZ | | DOPACO-DOWNTOWN, PA | |
| CUP-COLD 22 OZ | | DOPACO-DOWNTOWN, PA | |
| CUP-COLD 32 OZ | | DOPACO-DOWNTOWN, PA | |

| | | | |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M: | INCH(S) | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700



FIG. 187

18800

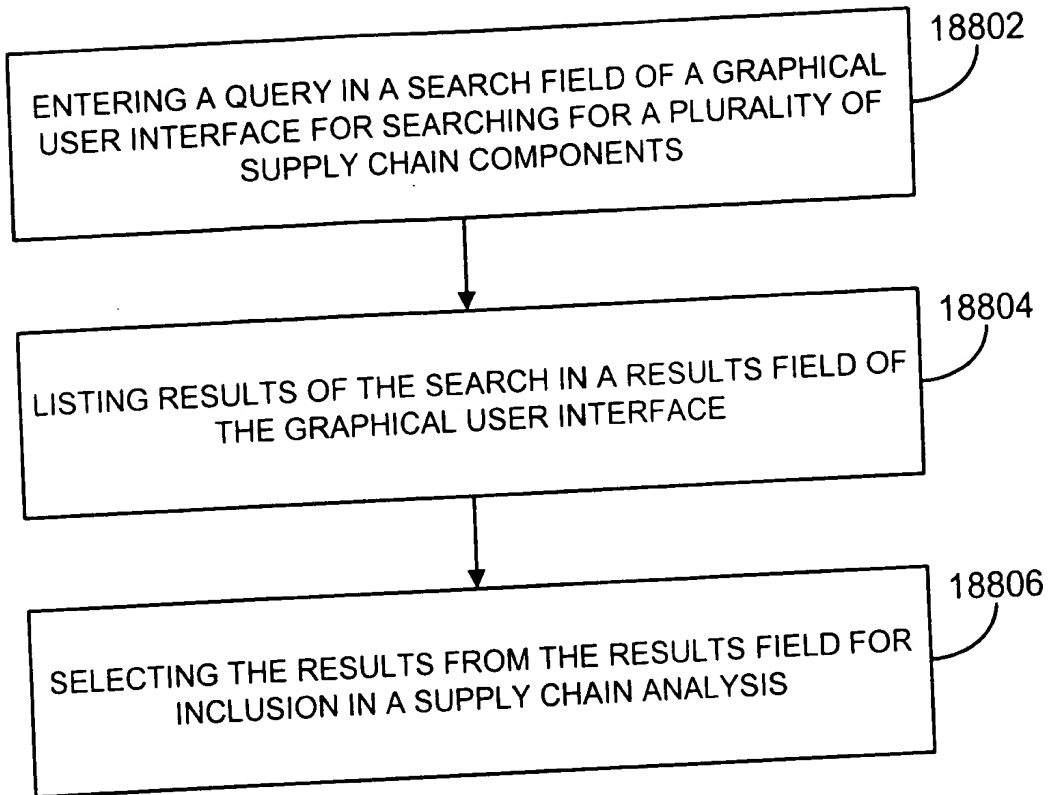


FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|-------------------------------------|-------|------------|-------------|-------------|---|
| CAVENDISH FARMS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. | | ↓ Pallet ↓ | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB | | | Minimum | Maximum | Include |
| LAMB-WESTON, INC. PASCO, WA | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. RICHLAND WA | | | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. AMERICAN FALLS ID | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|---|-------|------------|-------------|-------------|---|
| MCCAIN FOODS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| NESTLE FOOD COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS | | ↓ Pallet ↓ | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB | | | Minimum | Maximum | Include |
| MCCAIN FOODS, LTD. PRINCE EDWARD ISLAND | | | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD. PORTAGE LE PRAIRIE | | | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC. OTHELLO, WA | | | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

19100

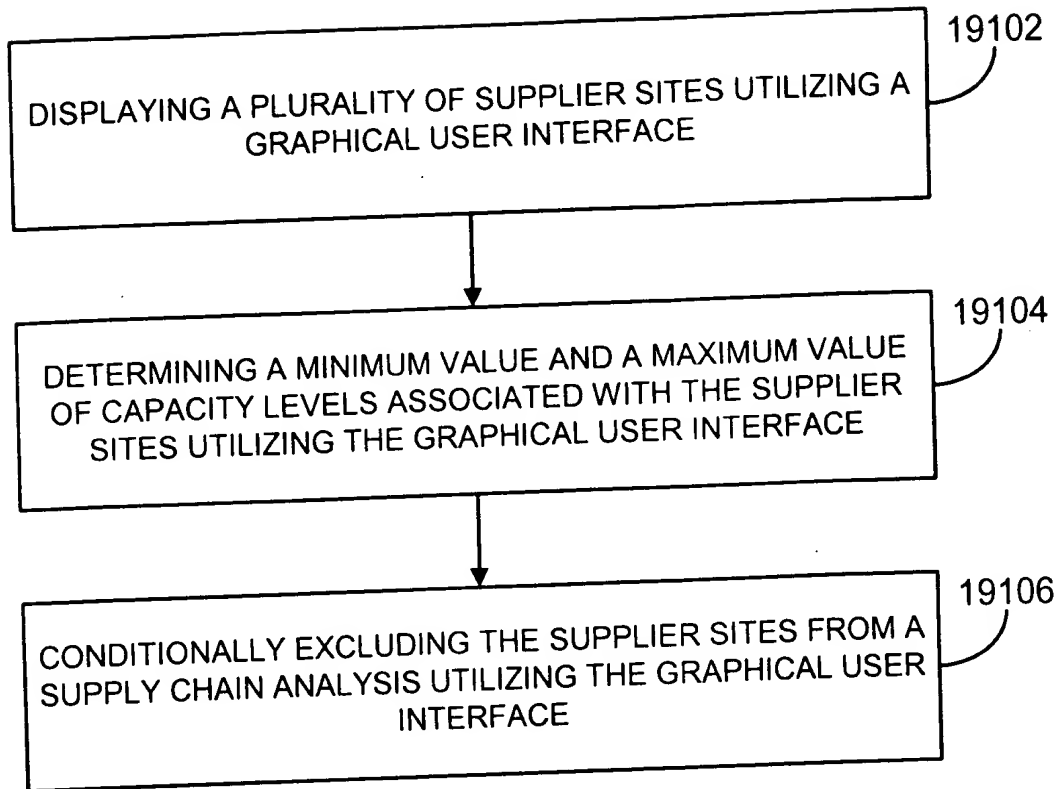


FIG. 191

FIG. 192

19200

| Supplier | # | Volume | | |
|-----------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES | 0 | | | |
| INTERNATIONAL DIVERSE FOODS | 0 | | | |
| SUPERIOR COFFEE & FOODS | 0 | | | |
| Supplier FOB | Item | Cont FOB | # | Volume |
| HUDSON INDUSTRIES-TROY, AL | MAYO-BULK | 8.4200 | 0 | |
| HUDSON INDUSTRIES-TROY, AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES | 0 | |
| TEXAS AMERICAN FOOD SERVICE | 0 | |
| WHITEFORD FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume |
|---------------|---|---------|
| VENTURA FOODS | 0 | |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

19500

| Item Description | | Supplier FOB | |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED | | CAVENDISH-PRINCE EDWARD | |
| FRIES-COATED | | J.R. SIMPLOT COMPANY-HERMISTON | |
| FRIES-COATED | | LAMB-WESTON, INC. PASCO, WA | |
| Distribution Center | Delivered | # | Volume |
| AMERISERVE-OMAHA, NE | 0.3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0.3850 | 0 | 0 |
| AMERISERVE-WAUKESHA | 0.3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0.4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0.3950 | 0 | 0 |

FIG. 195

FIG. 195

19600

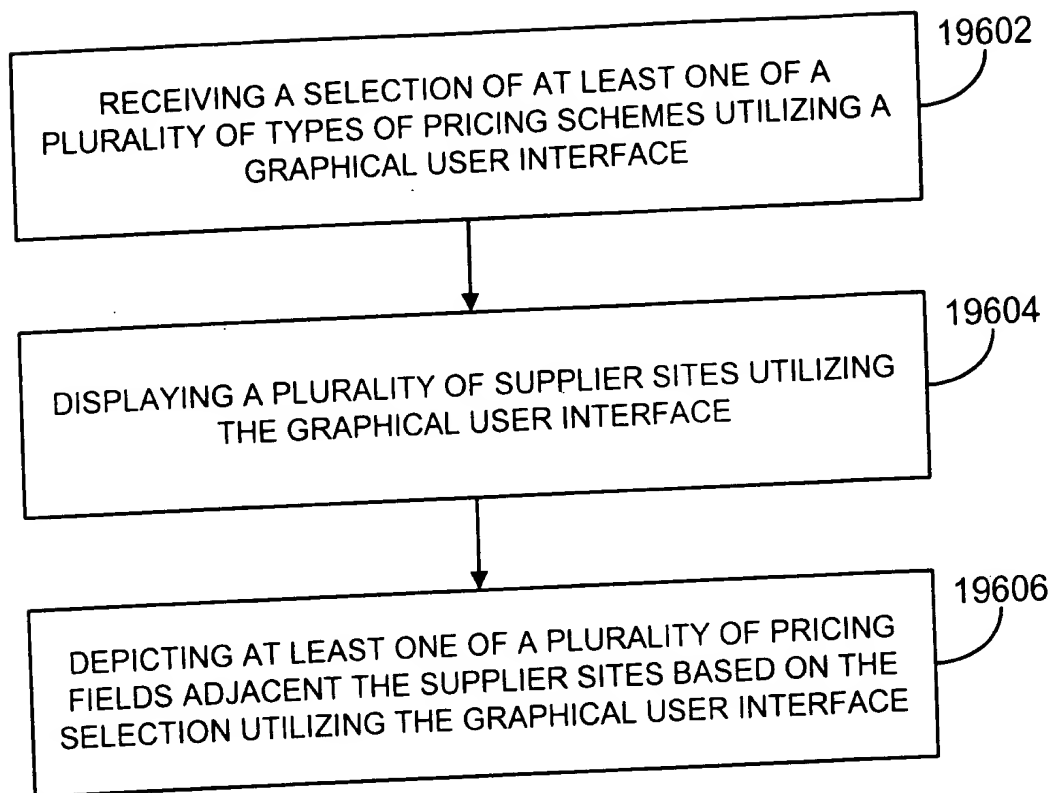


FIG. 196

19700

| Total Rest. Growth Amount | | Usage Period | |
|------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE | 27 | 5.00% | 26 |
| AMERISERVEPOST-DENVER | 35 | 5.00% | 37 |
| AMERISERVEPOST-SALT LAKE, UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | | Item Growth % | | Usage Period | |
|---------------|--|---------------|--|--------------|--|
| CHICKEN-PATTY | | .00% | | | |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900

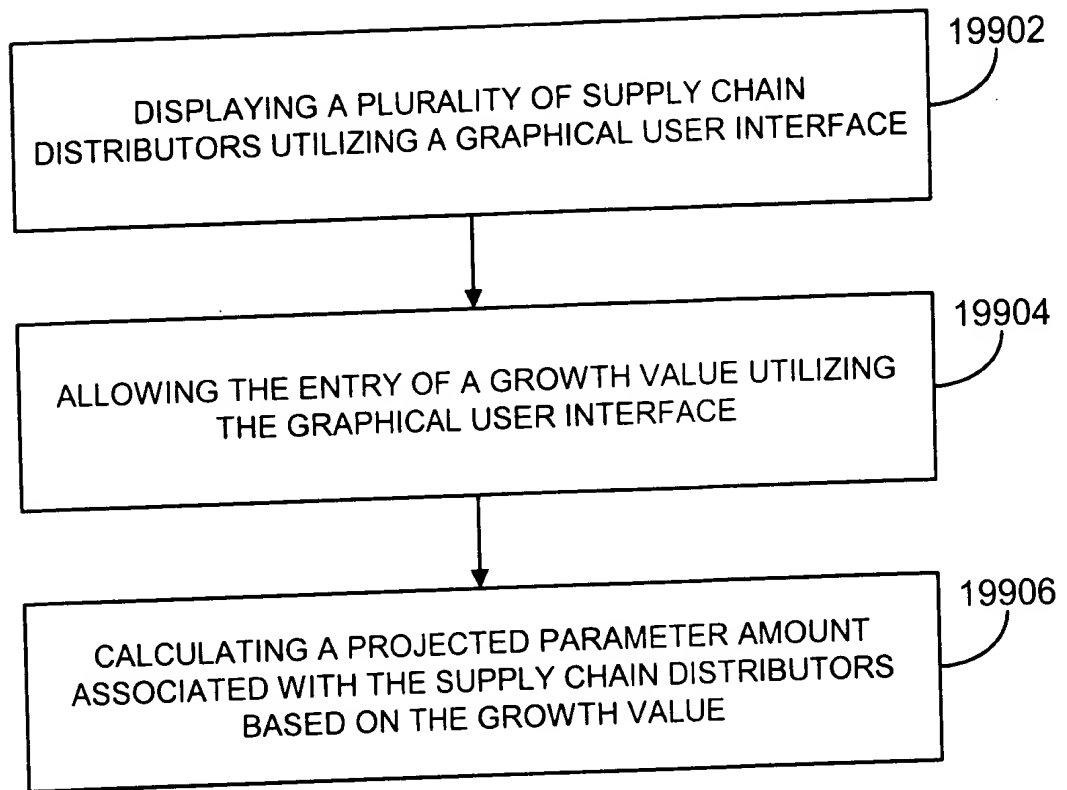


FIG. 199

20000

| Supplier FOB | | Address | |
|------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | | Honor TL Rate |
|------------------------------|------------------------------|--|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB | | Address | |
|------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | |
|-----------------------------|---|--|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded |

FIG. 201

20200

| Invalid Selection | |
|--|--|
| <p>i AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.</p> | |
| <p>OK</p> | |

FIG. 202

20300

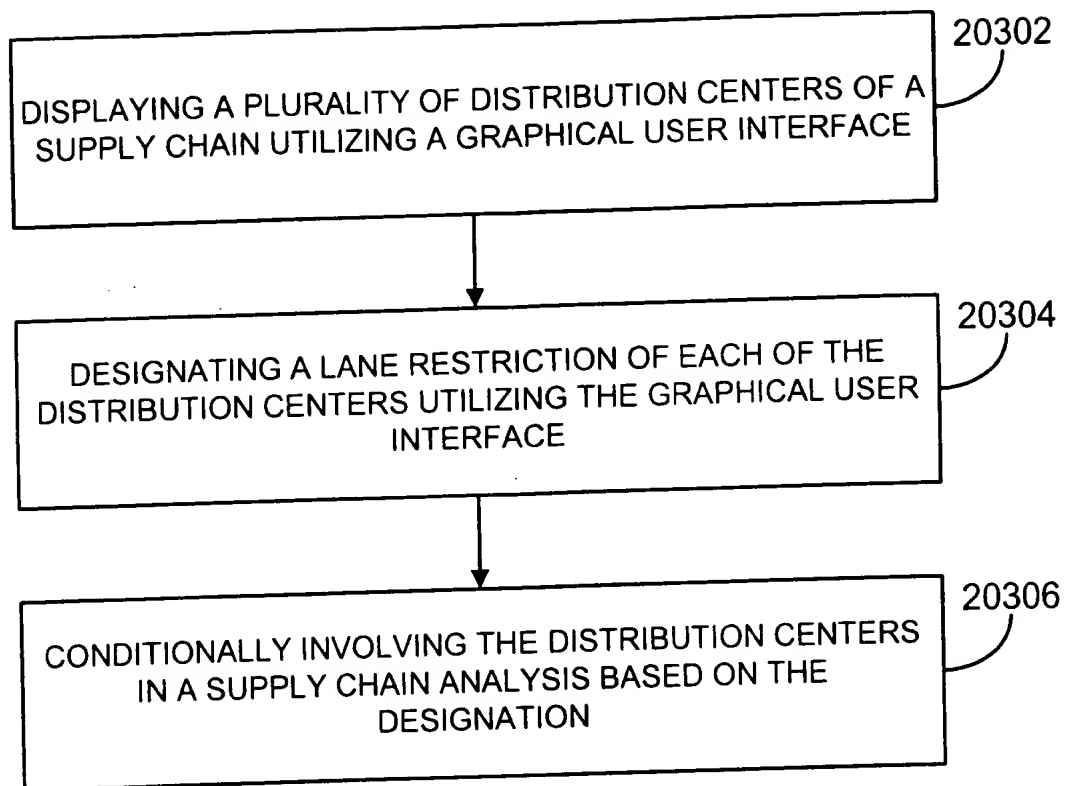


FIG. 203

20400

| Supplier FOB | | Address | |
|-------------------------------------|-------------------|---------------|--------|
| CAVENDISH FARMS | Olepe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |
| Distribution Center | Truckload Freight | Lane Distance | |
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | | |
| AMERISERVEPOST-DENVER | 1,277 | | |
| AMERISERVEPOST-SALT LAKE UT | 691 | | |

FIG. 204

20500

| Supplier FOB | | Address | |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR | 72638 |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72801 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|------------|
| PS-ATLANTA | 15,000 | | | | | 1.10 | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1.20 | |

FIG. 205

FIG. 204-20500

20600

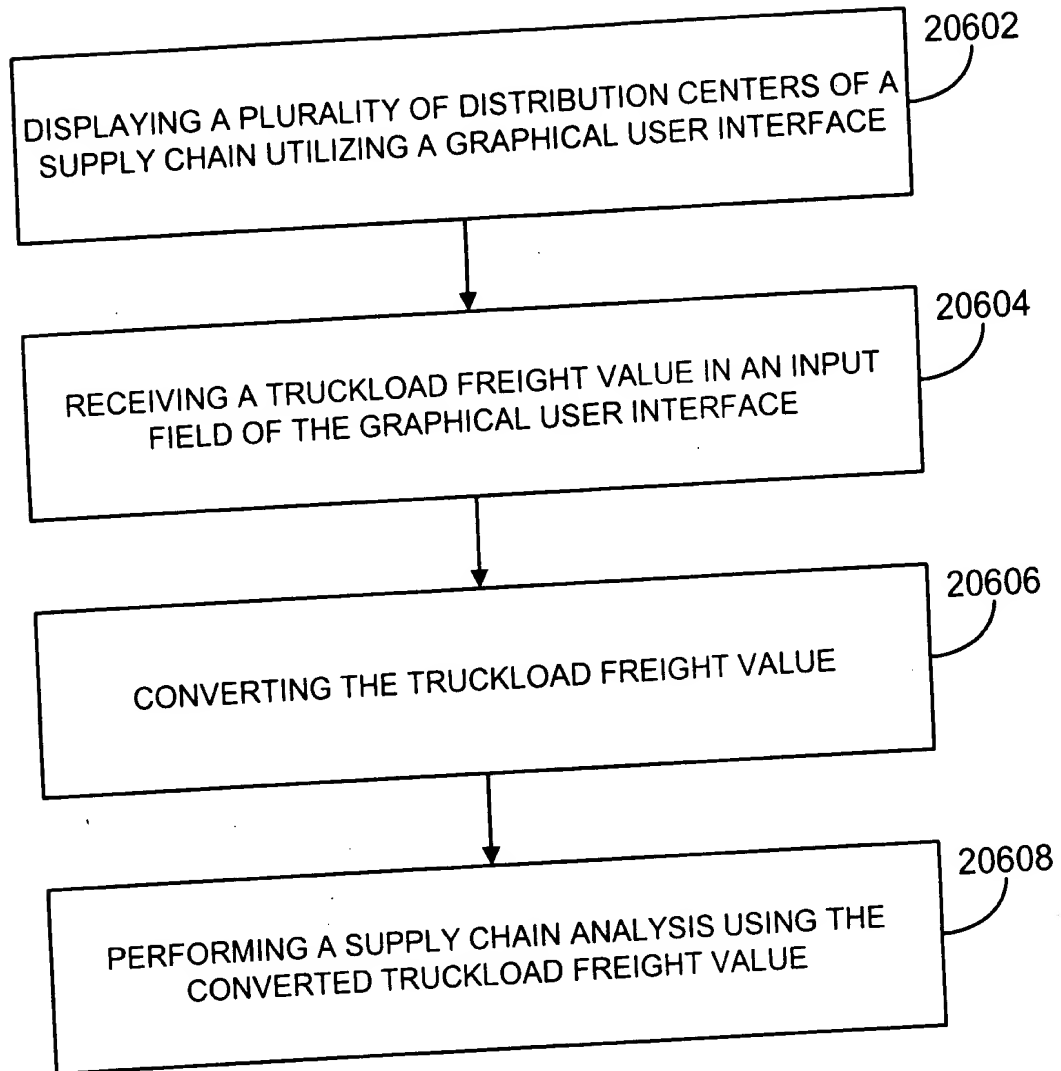


FIG. 206

20700-001-0000

20700

| Analysis Region | Force FOB |
|-------------------------------|---|
| MCCABE-PORTLAND/RNW-ANCHORAGE | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Distribution Center Name | Site Role |
|-------------------------------|-----------------------|
| MCCABE-QUALITY FOODS-PORTLAND | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE | Corporate & FOB Point |

FIG. 207

20800

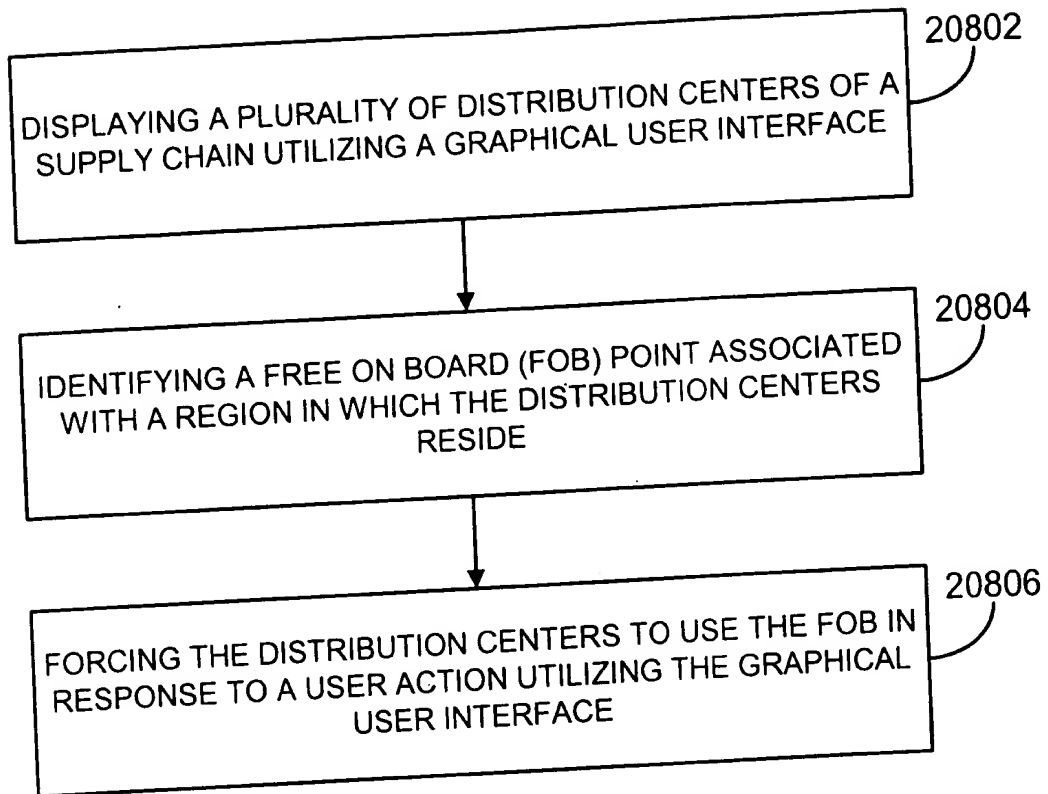


FIG. 208

20900

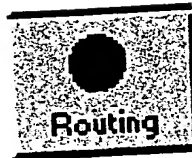


FIG. 209

21000

A screenshot of a software interface for report selection. The interface is divided into several sections:

- Report Selection:**
 - Report Type:** A dropdown menu showing "Optimal Product Routing".
 - Report Name:** A list box showing several report names: "Freight Information Provided", "Freight Information Provided", "LTL Routing Grid By Lane", "Routing Results By Lane", "Routing Results By Lane, Item", "Routing Results w/ RDC Breakout By Lane", "Routing Results w/ RDC Breakout By Lane, Item", and "TL Freight Variance Analysis".
- Report Parameters:**
 - Supplier:** A dropdown menu showing "(All)".
 - Supplier FOB:** A dropdown menu showing "(All)".
 - Distribution Center:** A dropdown menu showing "(All)".
 - Version:** A dropdown menu showing "Base Version".

FIG. 210

21100

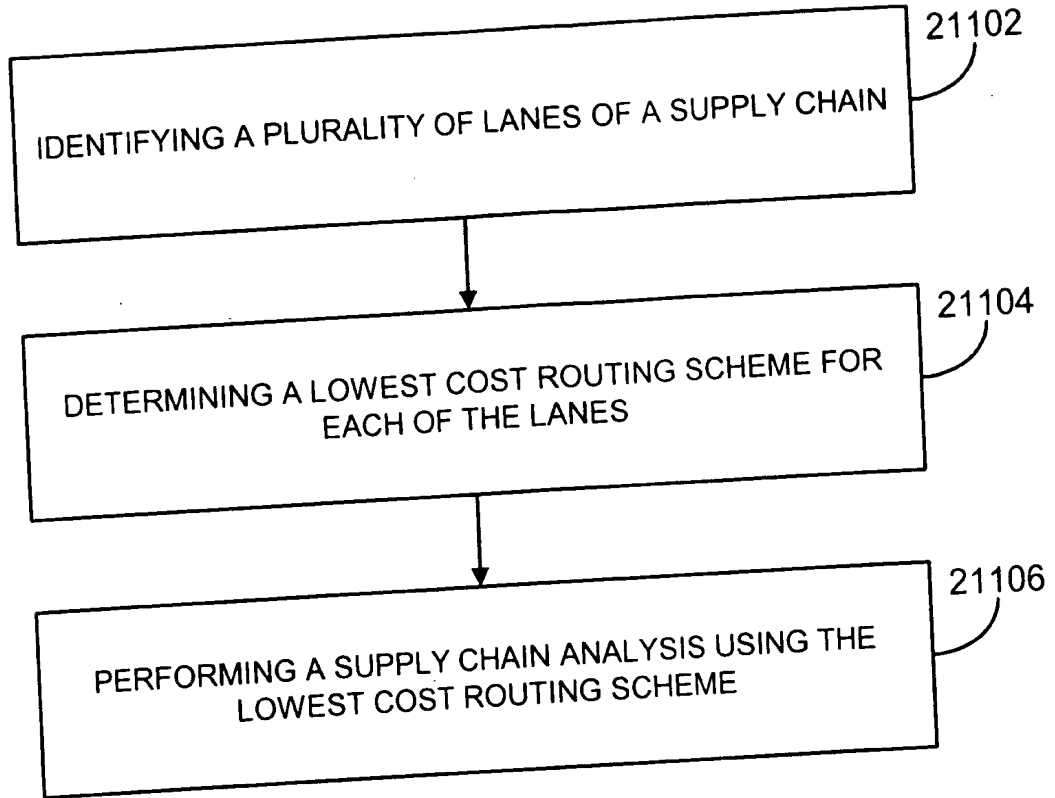


FIG. 211

21200

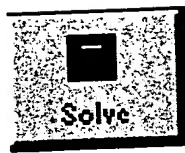


FIG. 212

21300

21302

Report Selection

| Report Type: | Report Name: |
|-------------------------|---------------------------------|
| Awarded Volume | Awarded Volume by Item - Detail |
| Awarded Volume | |
| Comparison Reports | |
| Cost Matrix Preview | |
| Optimal Product Routing | |
| Tab Reports | |
| | ew Capacity & Prices |

FIG. 213

21400

Awarded Volume by Item - Detail
 Awarded Volume by Item - Detail
 Awarded Volume by Item - Freight
 Awarded Volume by Item - Summary
 Competing DC Freight Analysis by Item
 Lane Assignment Matrix
 Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
 Assigned Volume Percentages (with conversion)
 Invoice FOB Detail Comparison (no conversion)
 Invoice FOB Detail Comparison (with conversion)
 Invoice FOB Savings Comparison (no conversion)
 Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

| | |
|--------------------|---|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

| |
|---|
| Report Name: |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

FIG. 218 - 219

22000

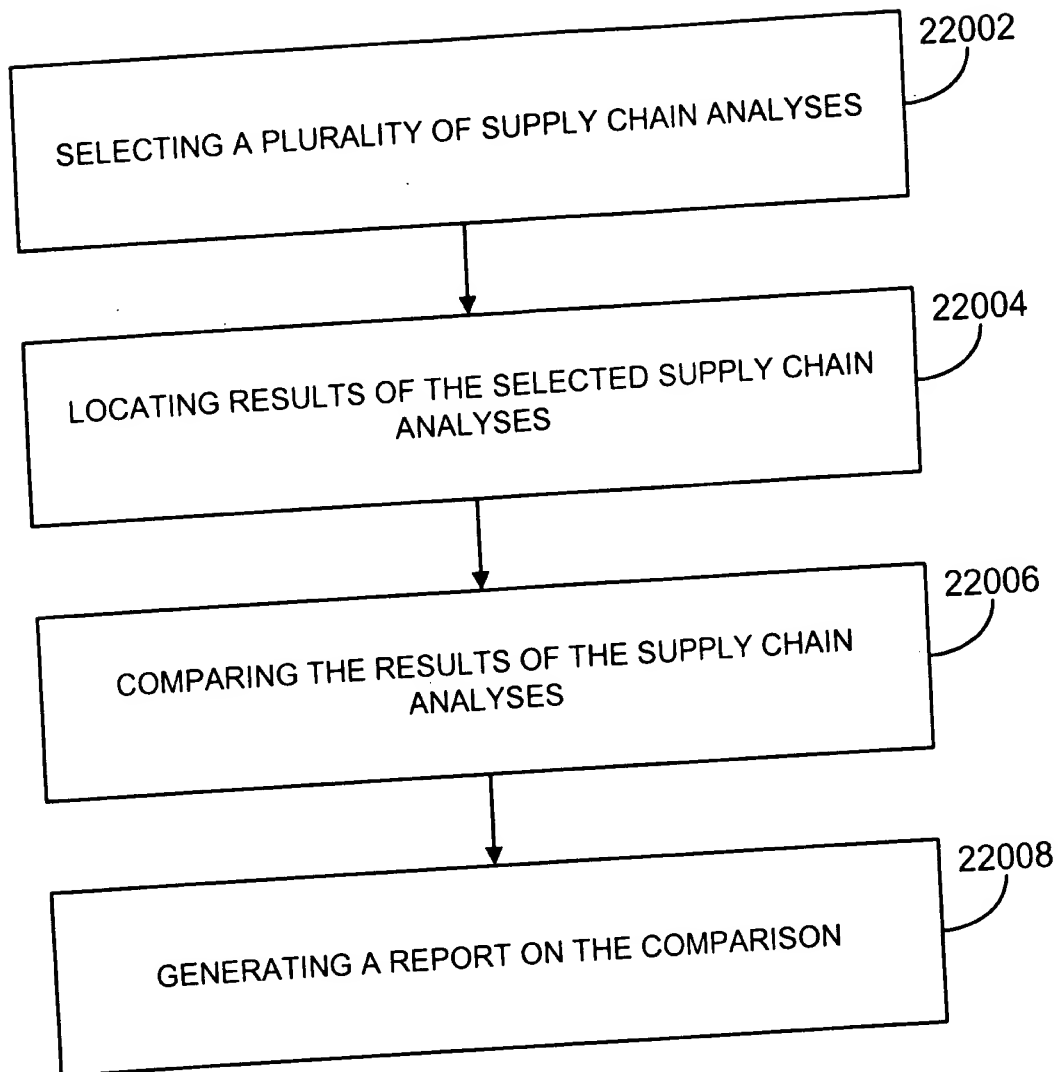


FIG. 220

22100



FIG. 221

22200

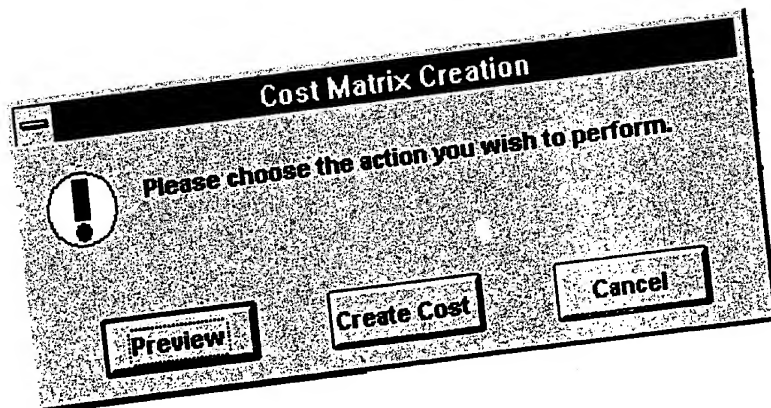


FIG. 222

Supply Patronage Sales/Inv Utilities Data Options

Supplier
Supplier Site
Distributor
DC

Item
Proposal
Least Cost Analysis
Formula Pricing
Contract
Cost
Vendor Rating
Contact Management
Logistics & Distribution
Bakery Coverage

Least Cost Contract

Edit / View
New (Using Previous)

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

| General Info | | Pricing | Freight | Formulas | Block Cost | Adjustments | | | | | | |
|--------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|
| Date | FRSH DOM 50% TRIM | FRSH DOM 65% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 80% LEAN | FRSH DOM 85% LEAN | FRSH DOM 90% LEAN BL | FRSH DOM 90% LEAN | FRSH DOM 90% LEAN YW | FRZN DOM 80% LEAN BL | BSP AUS 90% LEAN | Lean Fine Tatr Beef |
| 3/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7960 |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 |
| 03/31/98 | 0.8860 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 |
| 04/01/98 | 0.9700 | 0.9200 | 0.9383 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.9840 |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 |

FIG. 225

22600

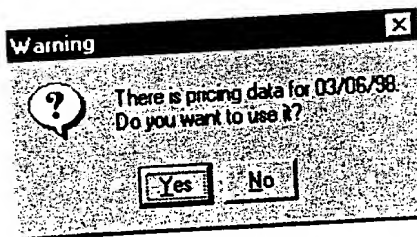


FIG. 226

22700

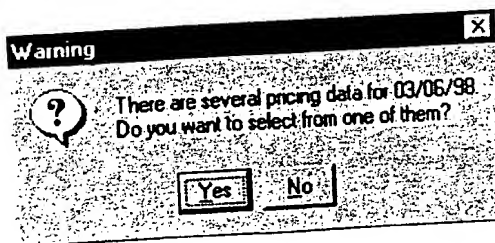


FIG. 227

22800

| Pricing ID | Calc. Date | Description |
|------------|------------|----------------------|
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB

AMERICAN FOOD SERVICE
 DIVERSITY FOOD PROCESSING-VIRGINIA
 GOOD SERVINGS PRODUCTS-NH

Address

King of Prussia, PA 19406
 Petersburg, VA 23805
 Manchester, NH 03108

| Material Type | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

| General Info | | Pricing | | Freight | | Formulas | | Block Cost | | Adjustments | | LFTB | | Total | | | |
|--------------|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| Formula | F060TR | | F065TR | | F073TC | | F086LC | | F095LN | | F096LC | | B0A0P8 | | Total | | |
| | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | | | |
| AFS-1 | 0.3120 | 0.2871 | | | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.0911 | 0.9848 | |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | 0.2000 | 0.2190 | 0.3200 | 0.3139 | | 0.9941 | |
| OS-1 | 0.3270 | 0.3042 | | | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9888 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 | | | 0.1050 | 0.0956 | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9844 |
| TEX-1 | 0.3090 | 0.2786 | | | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9916 |
| WHI-1 | 0.3250 | 0.2958 | | | | | | | | | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | 0.4675 | 0.5165 | 0.1000 | 0.0986 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

| General Info | | Pricing | Freight | Formulas | Block Cost | Adjustments | |
|--------------|-------------------|---------|------------|----------|------------|-------------------------------------|--|
| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? | |
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | <input checked="" type="checkbox"/> | |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | <input checked="" type="checkbox"/> | |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | <input checked="" type="checkbox"/> | |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | <input checked="" type="checkbox"/> | |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | <input checked="" type="checkbox"/> | |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | <input checked="" type="checkbox"/> | |
| WHI-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | <input checked="" type="checkbox"/> | |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | <input checked="" type="checkbox"/> | |

FIG. 231

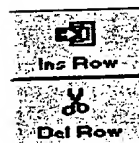
23200

Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1669 | 0.1500 | 1.3292 |
| GS-1 | 0.9666 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9816 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge |

FIG. 232



23300

23302

FIG. 233

23400



FIG. 234

23500

| Formula Maintenance | | | |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | | 100.0000% |

FIG. 235

| Supply | | Patronage | Sales/Inv | Utilities | Window | Hel |
|--------------------------|--|-----------|-----------|-----------|--------|-----|
| Supplier | | | | | | |
| Supplier Site | | | | | | |
| Distributor | | | | | | |
| DC | | | | | | |
| Item | | | | | | |
| Proposal | | | | | | |
| Least Cost Analysis | | | | | | |
| Formula Pricing | | | | | | |
| Contract | | | | | | |
| Cost | | | | | | |
| Vendor Rating | | | | | | |
| Contact Management | | | | | | |
| Logistics & Distribution | | | | | | |
| Bakery Coverage | | | | | | |

23600

FIG. 236

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